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# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

DECEMBER 15, 1960

Serial Dept.  
DEC 15 1960



Acer Platanoides Undulatum

SEEDS TREE—SHRUB—PERENNIAL  
FLOWER—GRASS—VEGETABLE

HERBST BROTHERS

SEEDSMEN, INC.

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Correspondence with seed collectors and growers invited. Free catalog "Seeds for Nurserymen."



# SEASON'S GREETINGS

## AND OUR BEST WISHES FOR ANOTHER PROSPEROUS YEAR

As we look back over 1960, we can be thankful for our many blessings and pleasant associations. While we remember OLD MAN WINTER overstayed his welcome, TAKE HEART — weather bureau records show a bad spring has always been followed by a series of good ones.

As we look forward to 1961, we can be thankful for our ever-increasing list of satisfied customers who make this business possible. Thankful for one of the finest crops it has been our pleasure to harvest — for experience gained that will improve our packing and shipping facilities to serve you better.

I and my co-workers here at Mount Arbor appreciate your business and wish you a Happy Christmas and the best of health and good cheer all the New Year!

President

**MOUNT ARBOR NURSERIES**  
Shenandoah, Iowa

*"One of America's Foremost Nurseries"*  
Since 1875

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. CXII, NO. 12

DECEMBER 15, 1960

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# SHOOT THE ROSES TO ME, MOSES!

Bareroot season is here . . . . .



**READY!** Accumulated carlot shipments of bareroot roses are heading East this month and next. **WE PAY THE FREIGHT.**



**AIM!** Refrigerated warehouses in 20 principal cities throughout the U.S. put **HOWARDS OF HEMET** roses in easy target range. **WE PAY THE STORAGE.**



**FIRE!** Smoke out rose-hungry customers with our famous field-grown California roses. No. 1 and 1½ grades a-plenty. New All-America winners, red-hot best sellers, our own knock-'em-dead originations, **ANGEL WINGS, GOVERNOR ROSELLINI, TOM TOM, TIFFANY**, et al. Fact is, if you know 'em . . . we grow 'em . . . all the popular patented and non-patented varieties.

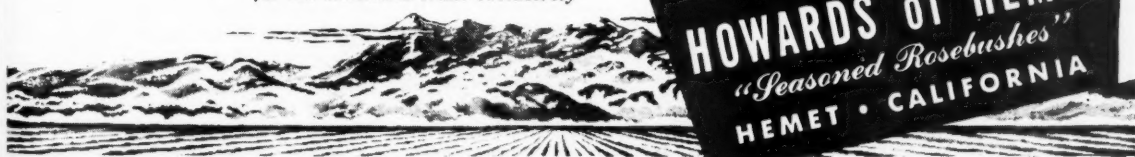


**OOPS!** The boss says we don't shoot 'til you see the whites of our current wholesale catalog. Phone or wire . . . on the double.

"Seasoned Rosebushes"

for the wholesale trade exclusively

**HOWARDS of HEMET**  
"Seasoned Rosebushes"  
**HEMET • CALIFORNIA**



# AMERICAN NURSERYMAN

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*Associate Editor*

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## Editorial

### Merry Christmas

The close of the year shows marked contrasts in a mixed business picture. Considerable unemployment in some industries is the result of earlier high production. A record high rate of consumer income and spending coincides with declining profits by corporations. The citizens of the nation as a whole enjoy an era of high prosperity as extolled by the Republicans, but international problems, hitherto considered the concern only of officials at Washington, are having repercussions upon the business life of the country to create problems which the Democrats deplored. The recent election reflected equally the puzzlement of the voters over the problems presented and an unwillingness to incur drastic changes. The American way of life will continue, and the nation will meet conservatively the problems posed by international relations. The need for a sound and expanding economy will receive prominent attention.

The general feeling of business uncertainty, coupled with some unfavorable weather in the spring, has made it possible for few nurserymen to count 1960 as their best year, but neither was it definitely a poor one. So they face the coming year in a hopeful attitude, trusting that a more generous fortune in the weather and the upward movement expected in business generally will make possible the expansion of garden activities and the movement of nursery stock which the high level of home building would indicate.

In the prevailing spirit of optimism and in gratitude for a year which has brought many new high marks in the history of this magazine, its staff is mindful of the assistance and support of new and old friends, among subscribers and advertisers, and extends to each and all of them its best wishes for a Merry Christmas!

## The Mirror of the Trade

### NEWER VARIETIES

Whatever else has been the effect of the plant patent law, it has stimulated the hybridizing and selection of varieties and forms of trees, shrubs and other plants which will more closely fit a definite need than those earlier available. Of course, some farsighted nurserymen with pride in their calling have in earlier days sought to breed or select forms or varieties that would meet landscape and other uses better than existing ones, not to speak of the efforts of amateur hybridizers, state experiment stations and federal agencies.

Arborists join landscape architects in welcoming shade trees that need not be butchered to fit their environment, which they would otherwise outgrow in the course of their natural growth. Dwarf evergreens replace those forest conifers that once hid homes and highways. Flowering trees and shrubs that meet the needs of modern architecture are not only an asset to the community, but definitely add to nursery sales.

Some of these cost more than older varieties and forms, but the trade and the public have always paid a premium for plants of types that were slow-growing, difficult to propagate or particularly susceptible to some disease. The additional cost is relatively small and has met no resistance; indeed, the trade and public invariably are glad to pay for that something extra or something better.

### SPRING IS COMING

Nobody realizes better than do nurserymen the practical truth in the poet's fanciful line, "If winter comes, can spring be far behind?" When autumn tasks are over and the ground is frozen and snow falls, at least in some parts of the country, it is time to plan and prepare for spring business. If there has been slackness in trade during the past autumn, due to the uncertainty over the presidential election, there is opportunity to make it up in the season ahead if requisite effort is made.

By this time readers have scanned the reports in current issues of most of the talks presented at the autumn management conferences of the A. A. N., in east and west, and out of these, particularly the two extremely pertinent ones on marketing, many ideas could have been gleaned to be applied to plans for next spring. Methods of merchandising,

markup, pricing, display, etc., which have been found profitable in other fields, and by some nurserymen who reported their experiences at the conferences, are available to readers who seek to attract more buyers and to sell more stock.

The summaries of the talks and discussions at those conferences deserve more than initial reading; they deserve special study because they are the practical application to the nursery field of business principles and practices which have been found successful elsewhere and in this industry, too. When immediate tasks are not so pressing as in the warmer months, now is the time to see how those practices can be applied to one's own business and possibly to hold conferences with employees to make sure the objectives are understood and to devise ways to work in that direction more energetically.

### FULL-TIME JOB

Statistical reports from various states reveal that the small part-time producers of nursery stock, of whom there were large numbers only a few decades ago, are steadily declining in number. The reason is obviously not because of a declining demand for nursery stock, because total production and sales have increased.

Many factors might be enumerated which would have a bearing on the trend. The most important are probably two. One is the availability of nursery stock through more channels than ever before, because of the fast-increasing number of garden stores, the sale of plants in supermarkets and variety stores and the offer of nursery products and garden supplies through the catalogs of the big mail-order houses.

The other important factor is the increased interest in gardening and, concurrently, the public's better knowledge of plants, their varying quality and their uses. Along with the latter has occurred increased care on the part of the state agricultural departments in the inspection of nursery stock.

Today the farmer or hobbyist cannot line out a few rows of cuttings or seedlings and expect nature to produce shrubs or trees that will be purchased by neighboring homeowners. Even the production of conifers as Christmas trees has become professionalized. To produce nursery stock which will attract buyers and be readily sold is today a full-time job.

# Good Weather Steadies Retail Sales

**East Shows Decline. Landscape Work Increases, While Garden Center Sales Drop**

Reports on the fall business from retail nurserymen in various parts of the country carry little pessimism over results up to the middle part of November. On the whole, sales were holding about on a level with those of 1959. Advances reported were chiefly in the landscape field, with the noted decrease mostly in the garden center part of the business. A favorable fall season was giving widespread promise of late sales bringing the season's totals up to normal. Adverse factors lay in decline of lumbering in the northwest and of steel production in the east, as well as in the election year distractions.

Gratifying results from special efforts in printed advertising and nursery promotions are mentioned, along with general feeling that the trade must develop a more aggressive approach to meet competitive marketing methods. Some specially good responses to Christmas promotions are told. Sales leaders were being used effectively also, to attract customers. Church landscaping was creating a new field for one firm; revamping old homes paid another. Continued need for efficient nursery operation and enlarged education of the public to the advantages of fall

planting are also brought out in the reports.

## Long Island Sales Decline

Deceptive figures to the contrary, fall sales were off somewhat at Oak Park Nurseries, Inc., East Patchogue, L. I., N. Y., this year, as they were through the Long Island region, according to Leslie S. MacRobbie, nursery president. He describes the fall activity as follows:

"Here on Long Island, the word in the trade seems to indicate that overall sales are off this fall, with retail sales off to a marked degree and landscape sales holding up somewhat better.

"Our own fall sales as of November 15 are up 34 per cent over those of 1959, but sales percentages can deceive. Fall, '59, sales as of November 15 were off 44 per cent from the previous year's, because in '59 a large part of our sales volume came after that date. So, if we use fall, '58, as a more normal season for comparison purposes, then fall, '60, sales are off 23 per cent, and we, too, are not enjoying the sales we anticipated.

"For several weeks we have been working part time on preparation of Christmas decorations for commercial work, as our erection deadlines

start as early as November 21, and most of the work must be completed by the first week in December. In addition to the usual line of cut evergreen trees, roping and wreaths, we are building 50 candelabras, standing eight feet high, and consisting of three 'candlesticks' made of stove-pipe, sprayed red, set in a circular plywood base covered with evergreen boughs, the entire unit to be flood-lighted and suspended about 15 feet above the street on lighting poles in the business section.

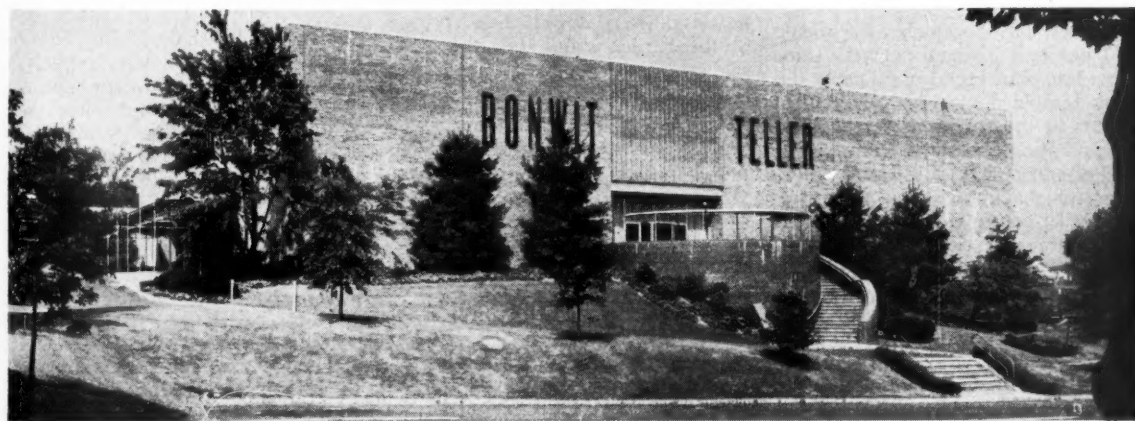
"Now that we have four years' experience behind us, we still feel that this commercial decorating work is a very desirable addition to our regular retail Christmas business. It enables us to purchase Christmas supplies in larger volume; it helps carry part of our payroll at a time when nursery work and landscape sales are sloping off, and it lends prestige."

## Election Cuts Maryland Sales

An election year can be depended upon to depress fall nursery sales in the Washington, D. C., area, writes Edward L. Stock, Jr., president of the Stock Nursery, Bethesda, Md., and 1960 was no exception. His letter follows:

"I don't know whether this condi-

## LANDSCAPING OF UNUSUAL RETAIL STORE BUILDING EARNS A. A. N. AWARD FOR N. Y. FIRM



Among the winners of national industrial awards in the 1960 "Plant America" competition sponsored by the American Association of Nurserymen was this landscape designed for a new Bonwit Teller retail store at Manhasset N. Y., by Donald F. Pollitt, Landscape Associates, Glen Head, N. Y. Large specimen materials were used extensively in the planting to create a mature-appearing landscape in scale with the massive character of the architecture.

Two full-grown striped maples placed at the corners of the building for framing became the bases around which the planting facing the main highway was developed. Large white pines, maples and dogwoods give interest to the structure's windowless front and sides and soften its severity. As maintenance of the grounds around a building such as this is always a problem, the bedlines were kept simple, very few plants were placed in grass areas and large beds of groundcover were used. Slopes, too, were planted with ground covers. American holly, evergreen azaleas, hybrid rhododendrons, Ilex convexa and taxus contribute to the effectiveness and year-round beauty of the plantings.

tion prevails throughout the country, but every four years, just before election, we can look forward to an October slump in business around Washington, D. C. I have talked to many people who supply goods and services to homeowners in this area and all tell the same story. Election over, business picks up again, but too late for landscape contracting. Christmas business will be good, from all indications, and we are looking forward to a big spring business. We like fall business, for the weather is mild, clear, cool and comfortable; the season is long, and the soil warm and workable. But these conditions do not help business in an election year."

"It is pretty early for us to make a decision," writes E. Sam Hemming, Eastern Shore Nurseries, Inc., Easton, Md., "but so far (November 18), I would say fall business is good. We seem to have enough on hand to keep us going nearly to the end of the year. The landscape business seems to be the best, with the emphasis on shade trees. Our cash-and-carry business is not very strong, and we notice that the firms with garden stores are complaining.

"The wholesale business with us is fair. I noticed one quite favorable indicator, and that is that accounts are being paid more promptly than in the spring. Normally, however, our fall season lasts about five more weeks; so, it is pretty hard to compare or to judge now."

#### Busy Fall in Virginia

Factors resulting in a busy fall are told in the following report by Wendall L. Winn, president, Winn Nursery, Inc., Norfolk, Va.:

"Sales since September 1 indicate a 7 per cent increase over the same time last year. Hurricane Donna did considerable damage to all types of plants in the early part of September, creating an overwhelming number of service calls and future bookings for shade trees. Specimen willow oaks continue to be the No. 1 shade tree for the tidewater area, and the demand has exceeded the supply.

"Retail garden center sales were steady during September, October and November, with landscape contract work showing an increase in volume over 1959 sales. Wholesale shipments are slightly down, because of decreased sales in northern markets. Commercial and industrial construction continue strong, accounting for many sizable landscape contracts. Fall sales about equaled in volume those of the spring, 1960.

"The A. A. N. industrial landscape program and publicity have had

splendid results. Architects are now fully aware of the value of incorporating lawns, trees and shrubs in shopping centers, malls, schools, etc., in place of gravel and concrete.

"The labor supply is adequate, with qualified personnel available. The year 1960 proved to be a buyers' market; thus bidding has been extremely competitive. Qualified representatives, excellent plant material and good workmanship appear to be the key factors in obtaining orders for residential landscape contracts.

"Management and cost control are musts, if a firm is to show an adequate profit in today's economy."

#### Notes Pennsylvania Slump

A slump in the steel business and cut-rate competition from non-nursery outlets are cited by John M. Eisler as contributing to the decline in sales experienced by most western Pennsylvania garden centers this season. He describes a difficult fall at the Eisler Nurseries, Butler, Pa., and elsewhere in the region as follows:

"Most of the garden shops in our area here in western Pennsylvania are showing a decline in business. Our basic industry is steel, and when this is down, all business drops. There is considerable unemployment, which also reflects on sales.

"The landscape contractors have had a good fall, due in part to favorable weather for outdoor work, but most of them have very little work ahead for this winter. One firm that does tree work has laid off all of its employees because of the lack of orders and does not expect to do much until next spring. The fall business is always slower than spring's at the garden shops, but the landscape men have a much longer season and plant until the ground freezes too hard to dig holes.

"The sale of rosebushes this summer and fall has been extremely slow. We have always sold a large quantity of potted roses in full bloom throughout the summer months, but not this year. This may be due in part to the fact that some of the cut-rate bargain stores sell rosebushes for much less than our cost.

One large bargain store in our town had a large ad in early June in which they advertised patented roses for 50 cents each. These were newer patented roses in attractive packages with the patent tag attached. We have always maintained the regular list price throughout the summer months, but when roses are offered at a fraction of our cost, it means that we can't move our stock.

"In late May, when some of the

large wholesale growers unload their inventory at any price which they are offered, it kills our market and may mean that we, as well as some of the other firms around here, will discontinue selling roses. We sent over town just to get a few samples, and they were of good quality growing just as well as any other plants.

"The produce yards in Pittsburgh are now starting to sell nursery stock on a commission basis. This will give the wholesalers a new market and in turn create a number of new dealers. It now puts nursery stock on the market at nearly all of the roadside fruit stands and even small fruit stores in town. They generally sell it for whatever they can get, and there is no set retail price anymore."

#### Ohio Gain Expected

With fall landscape sales equaling spring's this year, the William A. Natorp Co., Cincinnati, O., anticipates a 5 per cent gain in total sales for 1959. William A. Natorp, president of the firm, writes:

"After a poor start in spring, 1960, due to unfavorable weather conditions, business has picked up slowly and we expect to have a gain of 5 per cent over 1959. Landscape business has been especially good, with the amount of business divided evenly between the first and second halves of this year.

"However, in our stores and nursery business, two thirds of the sales were in the first six months of the year. Labor supply in this area is plentiful and fair. We have hopeful expectations for a good Christmas business."

#### Weather Aids in Ohio

John Siebenthaler, the Siebenthaler Co., Dayton, O., reports a busy fall season. Landscape sales are ahead 15 per cent, and while sales at one garden center are ahead 25 per cent, they are down 5 per cent at the other. Small trees in bushel baskets, averaging eight to 10 feet, moved well at the garden centers. Weather was excellent in October and November, accounting for the increased business.

#### Michigan Fall Tops Spring

Though garden center business at M. J. Hunziker & Sons, Niles, Mich., was below that of previous years, landscape work helped build a fall sales total surpassing spring's. Harold E. Hunziker details the situation as follows:

"In Michigan, the weather this fall has been nearly ideal. This is always one of the important contributing factors to a good season. Land-

[Continued on page 95]

# What—and Why—Are Patented Trees?

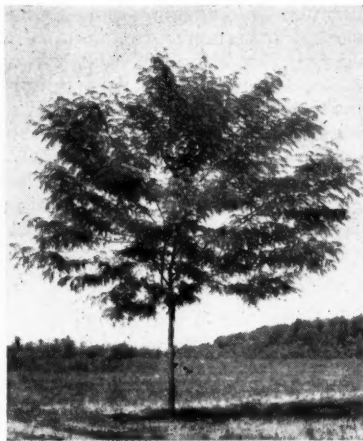
By Jake Gerling

Among the many "new" functional and ornamental trees being offered by progressive dealers, one notes an ever-increasing number of patented forms. While some of these selections are recent discoveries and a few have been developed by years of expert breeding, many are regarded as new only because of the fact that they have not been available for general use in the past, although known and in cultivation for many decades, some for centuries.

For instance, a fine upright form of the Norway maple, now listed as a patented tree, differs but little from a variant found and propagated for use on city streets by Barney Slavin over 50 years ago; today's patented forms of the thornless honey locust show the result of objective breeding—not only are they thornless, but fruitless as well, thus eliminating the litter of large seed pods.

Just what—and why—are patented trees? Are trees produced and distributed under patent rights merely as an advertising gimmick, contrived to impress customers? Are they prestige items, especially featured to intrigue the buying public? Are they profitable only to the trade, or do they actually assure buyers of the advantages promised by their sponsors?

The answer to the question "What are patented trees?" is this: Before any plant can be awarded a patent from the United States patent office, it must differ, to a marked degree,



Imperial Locust

A graceful, spreading, patented variety of honey locust that grows strong and straight without staking.

from the species type in at least one particular characteristic, such as growth habit, foliage, flowers or fruit, and it must be the first form of a species differing in one or more of these respects to be so registered.

## Meet a Growing Demand

The answer to the "why" of patented trees is found in the adage, "Necessity is the mother of invention"—the necessity in this case being the ever-growing demand for trees best suited for specific uses. Today, the public is much better informed than ever before, and trees selected for both private and public



Moraine Ash

A patented upright form, fast growing, small leaved and clean, with an ultimate height of 35 to 40 feet.

plantings are chosen with far more discernment than in the past. Seedlings of "weed trees" are no longer acceptable to the informed buyer, who now appreciates the superiority, in one or more respects, of patented forms which have been propagated from carefully checked species variants.

The suspicion that profit is the only motive for the production of patented trees is quickly dispelled when one considers that the necessary asexual propagation of cultivars is a far more costly procedure than growing from seeds and requires so much more skilled labor that growers employing that method can realize no more than normal profits.

Patented trees are worthy of the buyer's consideration because they guarantee him protection against various objectional characteristics and inherent defects so often found in species seedlings.

## Have Consistent Growth Habit

The first respect in which patented forms (clones of selected variants) are superior to species types is their consistent growth habit. There is enough potential variability in the germ plasm of most species to account for a wide range of germinal mutation, including upright, pendulous, dwarf and freak forms.

But the dependable branch pattern of patented cultivars eliminates any such errant development, since forms sold under patent rights are clones of a selected individual that has developed and retained, as a



Summershade Maple

Resistant to summer scorch and to drought conditions, this is an upright form of the popular Norway maple.



Tilia Cordata Selection

This exceptionally fine form of Tilia cordata, on which a patent is pending, matures at about 35 feet.

dominant character, that desirable trait for which it was selected.

Consider the ginkgo, an age-old genus in which very desirable characteristics are nullified by erratic growth habit. The widely differing dominant characters manifest in a block of ginkgo seedlings are evidence of the many growth habits that have been assumed by this genus since the carboniferous age, and yet asexual propagation from a selected specimen (a staminate plant to eliminate the vile-smelling fruit), in which symmetric, upright-branching habit is a dominant character, produces a useful, well-formed ginkgo variety, with characteristic attractive bark and unusual, pleasing foliage always present.

#### Practical Considerations

The branch structure seen in many of the patented upright forms is of much practical importance, whether the trees are to be used for landscaping private property or in street plantings; first, because the acute-angled crotches are best able to withstand stress from wind pressure; second, because the upsweeping branches of these forms are much less prone to suffer extensive

breakage from snow or ice than the horizontal laterals forming the heads of spreading types.

As a branch, or branchlet, approximates the vertical, it presents less level surface area for the accumulation of damaging snow or ice loads. Furthermore, even unusually heavy ice loading, built up by freezing rain, cannot exert on upright branches the same leverage that is responsible for extensive breakage on horizontal branches, because the direction of the force exerted by the ice load is mostly downward, along the axis of the branch toward the strongly designed crotch.

#### Ultimate Size Important

Ultimate size is also an important consideration in the choice of trees selected for practical, satisfactory service. Whether for shade specimens on the homesite or for use in street or highway embellishment, the situations are rare indeed where a 30 to 40-foot tree—or even less—will not do everything that a 60 to 80-foot “green elephant” will do, except become, sooner or later, an expensive nuisance. The cost of every cultural service required by any tree—feeding, spraying, pruning,

soil aeration and eventual removal—is always in direct ratio to its size and bulk.

In this day of so many prevalent insect pests, virus diseases and fungous blights, constant control measures are essential routine practice and smaller species and forms have proved to be far less expensively maintained than king-size monsters. Reasonably priced knapsack-type sprayers enable anyone to keep small and medium trees clean and healthy when used according to spray schedules available for the asking, or at trifling cost, from state colleges, experiment stations, farm bureaus and the United States Department of Agriculture.

Smaller trees cause a great deal less damage to utility lines during severe winter storms than outsize trees, which become public hazards in such storms.

#### Old “New” Trees

While it is true that some of the most desirable tree forms now available have been patented, there are other excellent “new” trees, recently added to distributors’ listings, that were introduced long before the [Concluded on page 69]

### ALL-AMERICA SELECTIONS, INC., ANNOUNCES WINNERS OF FLOWER SEED AWARDS FOR 1961



Rudbeckia Gloriosa Double Daisy



Alyssum Rosie O'Day



Petunia Coral Satin

Gloriosa Double Daisy, a hardy new perennial rudbeckia, shares All-America Selections honors this year with a sweet alyssum named Rosie O'Day and a new F<sub>1</sub> hybrid petunia, Coral Satin. Announced recently as winners of the 1961 flower seed awards, the three new varieties are described as follows by All-America Selections:

Gloriosa Double Daisy is a hardy perennial that can be treated as an annual, blooming freely the first year from seeds. The big golden-yellow daisy, to four and one-half inches across, is actually a rudbeckia. Though far removed from the black-eyed Susan in appearance, it is just as easy to grow. Plants are upright, bearing long-stemmed flowers well above the luxurious green foliage. Blooms open fully double, and many of them remain so, while others eventually open wide to display the contrasting black eye in the center. Flowering begins when plants are about two feet high, but they keep on growing to a height of three feet or more.

Rosie O'Day is a new sweet alyssum variety that holds its deep rose color even in western and southern heat, spreading to form a mat 10 to 12 inches across and blanketing itself with flowers only two inches high. Early to flower in spring, Rosie O'Day is an all-season bloomer that may be used as a low edging, a colorful ground cover or a rockery or wall plant.

Coral Satin flowers open a rich coral salmon but quickly mellow to a salmon pink or coral with a satiny sheen. The new variety belongs to the multiflora class, producing a 12-inch compact mound covered with plain-petaled blooms of good size.

# Inventory Control Form

## Holds Wealth of Data

The desirability of more adequate records to aid successful nursery management has been frequently cited by business counselors addressing trade groups. These comments have enhanced the interest of many in procedures that have been devised and put to good use by nursery firms, and among the plans that have drawn special attention from other trade members is a system of inventory control developed by Harold Parnham, Robinson & Parnham, Des Moines, Ia. A copy of the record form used with his system, which serves a variety of purposes, and a description by Mr. Parnham of the procedures followed are presented here.

The original ruled form employed, shown in an accompanying illustration, is 6x10½ inches, printed to accommodate different sets of data on both sides. A column is provided on each side for every grade or size of each plant handled. On the front there is space for indicating prices; sales, location and quantities on hand; sources of stock and quotations, as well as orders placed and received, and descriptive notes on the plant and its needs. The reverse side

holds space for recording prices and the quantities bought and sold of each item for eight seasons. Comments on quality of stock handled or seasonal features are also entered here.

Both sides show the botanical and common name of the plant being inventoried. An important advantage of the form is the fact that it can be kept alphabetically; new sheets can be added to the file, and those of discarded stock removed easily, at any time.

### Acts as Source Record

This type of record, Mr. Parnham emphasizes, saves many hours of searching through files and drawers containing suppliers' catalogs and examining them to see if a particular item in a desired size is listed. That information can be quickly seen on the form, as the name and quotation of each grower from whom the wanted item is usually bought are recorded. Notations are also made on the truiness to name of stock previously supplied and on the comparative quality if similar stock was received from more than one supplier.

Such a system of noting quality of

stock received, particularly as to its being an inferior or superior strain, has often been used to assist the grower. For example, the supplier might have been growing a new variety using starting stock from an undependable source. Not being familiar with the new item, the grower might have gone on with its propagation and offered it to the trade in good faith. If such errors were checked and called to the attention of the grower by anyone making the effort at verifications, many varietal confusions in the trade could be straightened out, Mr. Parnham comments.

At the top of the front of the record sheet are the plant size indications; two of the three lines can be marked out, to leave the used one most readable. Below these are spaces for the current delivered and planted prices of bare-root, B&B, potted, wrapped and specimen stock.

Additional use is made of the sales designation space at the extreme left of the form to indicate the location of the various sizes of stock in the field and cold-storage quarters. Rubber stamps used in preparing the firm's price books are also used for making this inventory record. When several acres is utilized by a firm for heeling in stock, this location record becomes especially convenient.

The sales are collated in columns and totaled. The total is then placed [Continued on page 66]

NURSERY INVENTORY CONTROL		PLANT SIZE INDICATIONS																											
		12-18"		18-24"		2-3'		3-4'		4-5'		5-6'		6-7'		6-8'		7-8'		8-9'		8-10'		10-14"		14-18"		18-24"	
Purchases		100																											
DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.		DEL. PLTD.	
B. & B.				100		100																							
PRICES				100		200																							
POTTED				100		200																							
WRAPPED																													
SPECIMEN																													
Locations				30		7		7																					
Storage				13		3		3																					
K-2				1		1		4																					
K-3				2		2		3																					
SALES				12		3		3																					
Field Row				87		22		7																					
1/2-17-18																													
1/4-18																													
Specimen 19																													
ON HAND				18		22		7																					
Brown				20		35		45		50																			
180 Nursery				20		30		45		50																			
Specimen				10		30		45		50																			
Jones Row				10		30		45		50																			
TYPE		GROWTH RATE		SLOW		FAST		MEDIUM		MAXIMUM GROWTH		HEIGHT		5'-6'		COLOR		White		BLOOM		DOES BEST IN		SUN		SHADE		EITHER	
GROUND COVER (TRAILER)		SLOW		FAST		MEDIUM		MAXIMUM GROWTH		HEIGHT		5'-6'		COLOR		White		BLOOM		DOES BEST IN		SUN		SHADE		EITHER		EITHER	
SPREADER COVER		SLOW		FAST		MEDIUM		MAXIMUM GROWTH		HEIGHT		5'-6'		COLOR		White		BLOOM		DOES BEST IN		SUN		SHADE		EITHER		EITHER	
UPROOT		SLOW		FAST		MEDIUM		MAXIMUM GROWTH		HEIGHT		5'-6'		COLOR		White		BLOOM		DOES BEST IN		SUN		SHADE		EITHER		EITHER	
COMMON NAME		BRIDAL WREATH																											
BOTANICAL NAME		SPIREA VAN HOUTTEI																											

Front View of Inventory Control Form for Nursery Stock Used at Robinson & Parnham, Des Moines, Ia.



Illustration A—The two spreading yews shown above have become somewhat too large for the entrance they flank.



Illustration B—The same two yews after pruning are more in scale with the doorway. Notice the pile of cuttings.

## Tips for Better Landscapes

# Yew Hedges in the Landscape—Part I

By Clarence E. Lewis

Department of Horticulture, Michigan State University, East Lansing, Mich.

If homeowners were to vote on what genus of narrow-leaved evergreen makes the most attractive hedge, it is more than likely that *taxus* (yew) would be chosen. The only one that competes in any way is *tsuga* (hemlock) but even this genus does not have the flexibility of *taxus*.

An objection occasionally raised is the cost, but on closer analysis, the difference in cost between this genus and the genera of deciduous shrubs is not so great as it seems. The yews, when placed into a hedge, will remain there for many years if properly cared for. The same cannot be said for the less expensive deciduous materials.

Also, the satisfaction of having a rich green hedge that can last through more than one generation is worth considering—and so is the fact that leaves are on the yew hedge during the winter as well as the other three seasons. In the spring, when the fresh, light green leaves appear, they make a pleasing contrast with the darker foliage of the previous year—a contrast as fresh as spring itself.

There is a yew for almost any situation as long as soil drainage is adequate; for deep shade, light shade or full sunlight; for low hedges, narrow hedges, tall, broad, round or square hedges.

I believe that if nurserymen told prospective buyers about the all-around qualities of yew hedges there

would be less resistance to the cost. This could be overcome in part if there were yew hedges for the customers to see, as well as leaflets including complete instructions for planting, pruning or shearing, fertilizing and watering. Hedges can be sold as such when each plant is numbered so that it goes back in the same position when transplanted to a new location.

The question always arises, too, as to how severely yews can be pruned, and no one can say in exact terms. Many yews have been successfully cut back to 2 and 3-year wood, some even more severely. In illustration A

two yews are shown before any pruning was done, while illustration B pictures the same two yews about a half-hour later.

The pile of cuttings is nearly the size of either yew; so extensive pruning was done, even though neither yew in illustration B looks drastically reduced.

Yews as hedges can be used to create many special effects. For instance, distance can be lengthened or foreshortened by the placement and shearing of the yews in hedge form. One can make distance appear greater by shearing the farther end of a hedge shorter than the close



Illustration C—A hedge can heighten an effect of distance if the far end is trimmed shorter than the near end.



Illustration D—The sharp line of a clipped yew hedge calls attention to a vista or other landscape feature.

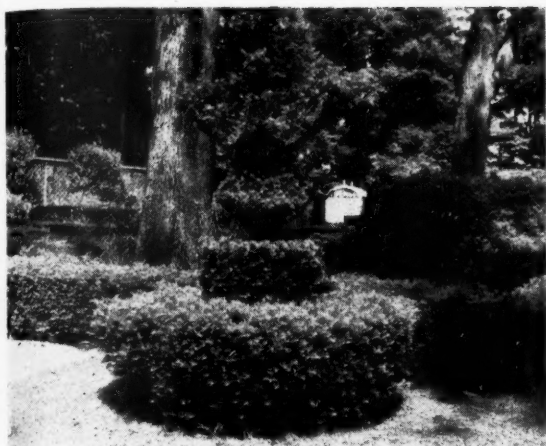


Illustration E—Yews respond to the treatment shown, but it becomes more than a simple yearly pruning job.



Illustration F—Various animal or bird shapes can be created through proper pruning and shearing of yews.

end. If the length is 50 feet, the heights need vary no more than four to six inches, depending on the height of the hedge. The higher the hedge, the greater the difference in height at each end. This is exemplified in illustration C, where the effect is accentuated by the lamp post in the foreground. A small tree in a similar position with branches high enough to provide an overhead frame for the vista would emphasize distance even more.

#### Effects of Distance

Another way to create an effect of greater distance is to place the hedge along a line that breaks away from the normal viewing direction. Conversely, distance is foreshortened when the hedge line breaks in or toward the line of viewing.

Coarse foliage texture in the foreground and fine texture in the distance can be utilized to increase the impression of depth, as can flagstones, the farthest stones being somewhat smaller than the nearest.

Taxus hedges can emphasize views and make them appear crisp and sharp. For instance, in illustration D the Densiformis yew has been responsible for making the pictured hedge interesting. Where everything else is of informal lines, the sharp line of the hedge can be helpful.

By the same reasoning, if it is necessary to attract attention to a specific part of the property or garden, a partial hedge of sharp lines used in contrast to untrimmed surroundings will do just that—catch and hold the eyes. There are many yews that qualify for creating a sharp-lined hedge. Which one is chosen depends upon the height needed.

At one time, topiary work was practiced as the result of European

influences. Gardeners were trained through the apprentice type of horticultural education, and some skilled men came to this country to continue those practices.

#### Topiary Effects

Illustrations E and F show that yews make interesting figures—if you like them. These figures can be kept like this for many years, and it takes only a trained pair of hands, imagination, time and such adaptable yews as *Capitata*, *Hatfield*, *Hicks* and others. The desire helps, too, as it does for anything else creative.

Illustrations E and F were photographed in a countryside in New York state, where one would least expect to find yews trained to resemble birds and animals. Whether one agrees or disagrees with their appeal, such practices were the pride and joy of those who enjoyed this phase of ornamental horticulture and landscape architecture.

Geometric areas can be made to

appear even more geometric, but with softer edges, through the use of trimmed yew hedges. In illustration G where the Hicks yew was employed, angles are apparent, but not objectionably, because of the yews. Brick, stone and mortar become cold looking after a short time. Plants tone down the apparent cold effect and often make it acceptable.

The entry garden shown in illustration H shows the feature to be not so alone as it appears in the same garden in illustration G. The Hicks yew hedging and the simple use of a ground cover within the hedge create nothing startling, but the effect is in keeping with the simplicity of the courtyard entrance.

This type of treatment was used frequently in early colonial plantings through Virginia. English boxwood was the commoner hedge, but the general idea did not vary. The ground covers were English ivy or forms of it, and in some cases myrtle

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Illustration G—Geometric patterns are accentuated but softened by the incorporation of the Hicks yew hedge.



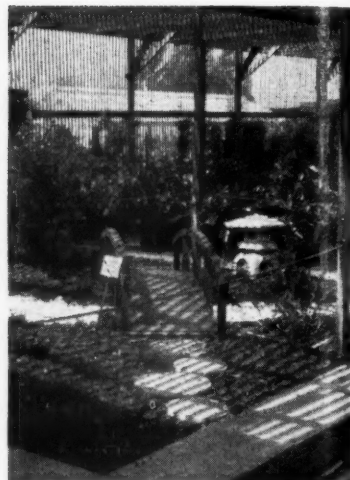
Illustration H—Yew hedge and ground cover help integrate the figure and its pedestal into the landscape design.



Weather stripping nailed to a board base forms the grooves for the aluminum tile markers used at Itsuo Uenaka's Cupertino Nursery.



The same assembly is mounted at eye level along the walls of the lath house to identify and price the stock in the display beds beneath.



Attractive display gardens in the Cupertino lath house suggest effective arrangement for the plants and accessories the nursery features.

## Signs and Display Gardens Aid Sales

*By Richard B. Kilner*

The ingenious and imaginative Itsuo Uenaka has come up with a new idea for identification signs which is proving quite helpful at his Cupertino Nursery, at Cupertino, Calif. The essentials are items as simple as pieces of aluminum tile and weather stripping.

The pieces of weather stripping are attached to boards, as shown in the adjoining illustrations. The squares of aluminum tile can be slid to left or right or lifted in and out. The aluminum tile has proved to be longer lasting than other materials previously tried as plant labels, which have faded, curled or absorbed dirt. Writing on the colored aluminum tiles can be easily erased.

These boards are used over display areas in a roof shape to afford easy viewing from either side. They are also used all around the walls of the lath area. The strip runs all around the area at eye level, with the plant material and corresponding tiles being arranged alphabetically. Thus it is an easy matter to find a given type of plant—and also easy to tell when it is low or out of stock in the lath area.

### Display Gardens

It is becoming recognized good practice today among progressive nurserymen to include display gardens to show what a plant looks like in an actual setting and provide

ideas for the less imaginative home gardeners. Therefore, it is not at all surprising that the Cupertino Nursery features them. For those who know Itsuo Uenaka, it is also not surprising that Cupertino Nursery carries out this idea further than the average nursery might.

In the lath area are attractive display gardens featuring Oriental settings. These gardens contain plant material, walkways, lighting products, waterfalls, bridges and ornamental fixtures—all items which can be purchased from stock at the nursery.

In addition to these settings, which are typical of the better dis-

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In addition to the well-executed display gardens in the lath house, another of which is shown at left, the Uenaka's own garden (right), adjacent to the nursery, provides a more extensive and complete display area.

# Taxus Weevil Threatens Yews and Rhododendrons

By George F. Runge, Jr.

The black vine or taxus weevil (*Brachyrhinus sulcatus*) may become a serious pest in nurseries and other ornamental plantings. Damage by this pest often goes unnoticed until injury is severe or death of plants occurs. In certain areas surrounding New York city, many foundation and other plantings are infested with taxus weevil.

## Damage

Attacking over 75 horticultural plants, including taxus species, hemlocks, rhododendrons and azaleas, the taxus weevil does most of its damage in the larval stage. The young, white, grublike larvae feed on small feeder roots and girdle larger roots and—in some cases—the lower stems of the plant. The larvae are generally found on roots located in the top three or four inches of soil and can be recovered by examining and sifting the soil carefully.

In aerial plant parts, taxus weevil damage in more advanced stages manifests itself as a yellowing of the foliage caused by the larvae's feeding on the roots. However, various other troubles can cause yellowing. On yews, rhododendrons and, to a lesser degree, azaleas, feeding by the adult weevils is a give-away to an infestation.

The adult taxus weevil, a black snout beetle, approximately one-half inch in length, leaves characteristic feeding notches on the leaves, as

shown in the accompanying illustrations. Adults are not often seen, as they feed at night and hide in loose soil during the day.

Feeding notches on rhododendron are readily visible. Chlorosis, a yellowing of the leaves while the veins remain green, may accompany notching. The chlorosis, however, is due to root damage caused by the larvae, and this root damage is by far the most serious, resulting in death of the plant.

## Life History

Taxus weevil larvae are white, legless and measure up to three eighths of an inch in length. They have light brown heads and hold their bodies in a slightly curved position. Taxus weevils pass the winter both as adults and larvae. The adults usually hide in weeds, soil or trash, whereas the larvae overwinter on the roots of the plant.

There are two interesting facts concerning the adult weevil. One is that the adult is unable to fly, as the wing covers of the insect are tightly grown together. Therefore, the only way the insect can move is by crawling or being carried as an egg or larva in the soil ball of a plant.

Another fact of interest is that all weevils are females. Therefore, they reproduce parthenogenetically (females lay fertile eggs without benefit of fertilization by males). Conditions being favorable, the larvae feed on



Rhododendron leaves showing feeding notches made by adult taxus weevils.

the roots of the plant until pupation. After this, they emerge as adults, usually the last week in June or early July. Climatic conditions, geographic location and other factors may alter the emergence date slightly.

## Spraying

Treatment of the soil or spraying of plants with certain chemicals applied properly and in correct dosages will aid in controlling the taxus weevil. After the female weevils emerge and start to feed on the foliage, control measures may be initiated.

Spraying adults after they first emerge will kill them before they deposit eggs. Eggs are laid on the soil generally in July and August. The eggs then hatch, and the young larvae start to feed on small rootlets.

Dieldrin, chlordane, aldrin, heptachlor, and DDT are chemicals that may be used to control adult taxus weevils while they feed on the foliage

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Adult taxus weevils are approximately one-half inch in length, with tiny patches of yellow hairs on wings. All are female and cannot fly.



Arrows point to stems girdled by weevil larvae. Eight newly emerged adult weevils were taken from the area of arrows, which had been covered with peat moss.



Characteristic feeding notches of the adult weevil on taxus needles. This damage is found oftenest on the lower branches of the plant.

# Organization Principles And Management Pointers

**Final Session at Arrowhead Conference  
Provides Practical Advice to Conferees**

*By Richard B. Kilner*

Patrick Williams, instructor in personnel management at the University of California at Los Angeles and co-ordinator of the management conference sponsored by the American Association of Nurserymen at Lake Arrowhead this year, was the concluding speaker on the conference program. Instead of the summary that many of the conferees expected, Mr. Williams discussed an entirely different area—one common to the experience of all owners and managers of businesses—organization and management principles. The talk was enthusiastically received, and the group requested an expansion of the subject next year.

Mr. Williams' presentation was a far cry from the sterile listing of general principles and endless drawings of lines and charts so often encountered. In a dynamic and practical way he dealt with the material which is probably the greatest need of the average nurseryman and one of the primary reasons for management seminars.

## Plan First

Mr. Williams declared that the first thing one must have to organize a new business is a plan. In fact, one should begin with planning and continue planning all the time. A primary requisite in planning is a budget, usually based on volume of sales. Therefore, one must make a sales forecast. The instructor advised starting with the economy as a whole, so as to keep major influencing factors in mind, and examine various external factors, eventually getting down to one's own business. Everyone should make a budget. It at least makes one think about the future—and any guess is better than none at all.

Mr. Williams described the use of flexible budgets. One predicts his business picture related to a given situation. Several different budgets might be made for several basic situations—a small war, high number of housing starts, etc. After one month or six months and an analysis of the current conditions, one might wish to switch to a different budget. The

crucial point is that if the actual results do not meet the budget plan (and they will never exactly coincide), one should determine why.

Having a plan, the next step is actually to organize. The first consideration is the business—not people. Actually, one would like to do everything himself, and people are employed to help because they are necessary to carry on the business. There are different functions of the business, such as sales, production, etc., which, if the business is large enough, can be departmentalized to prevent overlapping of jobs and to increase efficiency. To do this, one must have people, but he should look at the functions first.

## Organization Charts

The speaker strongly urged the use of organization charts, because they make one analyze his business. There is a saying, "If you can't chart it—it isn't there"—and the situation is probably confused. Through the use of charts, it can be made clear who reports to whom about what.

In drawing up a master plan, think first of the optimum organization for the business, even though it is not possible to fulfill the plan at once. Do not build around current people. Decide who would be the best persons, if they were available, if one could afford them, etc., and work toward the master plan. It is helpful to have two charts in the desk drawer—an optimum organization and the organization as it is. One should continually refer to these to see if he is moving toward the optimum and what the next step might be.

There is another benefit from establishing clean-cut functional and departmental lines through the use of charts. The employees know just what they are supposed to do. Therefore, the owner can ask his subordinates to submit their plans for the coming year or period under consideration. There are several good reasons for this act. One may get more ideas, and the employees have a feeling of participation. Furthermore, one gains added influence over one's subordinates; because the plan is

theirs—what they expect can be done—there is all the more reason it should be accomplished.

Having staffed the organization as well as possible in working toward the master plan, it is imperative that one bear in mind the function of directing at all times. That is, every direction should help achieve the master plan—add to profits. But direction should not be used just because it is a habit.

## Control and Check

Control is the one remaining phase of the organization process. One must see that orders are carried out. There should be a built-in check on every operation. This is the area that is most often neglected. One should ask why and receive an answer every time something is not carried out as directed. The danger, of course, is overcontrol. So one must always ask himself, "Is it needed?"

The group questioned whether consultants might profitably be used in this area. Mr. Williams, a consultant himself, replied that each should be his own consultant. The best effort an owner or manager can spend is in thinking about these areas. He should know his own business better than any consultant. Even if the consultant comes up with a good idea, it is a foreign idea. Furthermore, it is usually a 1-shot project which will often encounter the usual resistance to any change.

Mr. Williams next discussed some basic concepts of business organization and management. Authority and responsibility must go hand in hand and be given in equal amounts. In practice, an employee is often given responsibility without corresponding authority actually to carry out the tasks assigned.

The next consideration was centralization versus decentralization of authority. Actually, any business has some of both. With complete centralization the owner would be only a communication center and every detail would have to move through him. At the other extreme, if everything were decentralized, the owner would no longer be the boss. In practice, the degree of one or the other employed will vary in different areas of the business. For instance, it is likely that there will be centralization in the financial function—that is, the owner will want to control the purse strings.

The matter of centralization or decentralization depends upon: (1) Personnel—experience, trustworthiness; (2) mission—diversity of business, nature of the job, and (3) time

[Continued on page 46]



# Feature Rosedom's Royal Family

ARMSTRONG ROSES — LEADING WINNERS OF ALL-AMERICA AWARDS



DUET



PINK PARFAIT

## The only All-America Roses for 1961!

*The most publicized new roses in history!* Both All-America publicity and Armstrong's own powerful national advertising and publicity campaign are concentrating on them. Sales volume will break all records for new roses.

Duet is a thrilling new bicolored Hybrid Tea. Rich salmon-pink contrasts with sparkling orange-red . . . the kind of color drama that always sells. And, hot weather or cold, moist or dry, Duet retains its lovely form and unique rich color.

Pink Parfait softly blends pastel shades of pink. This robust, easy-to-grow Grandiflora is continually loaded with dainty buds and high-centered blooms. We've counted as many as 100 on a single plant at one time!

Armstrong roses are grown in California, on husky Dr. Huey understock. They are carefully handled, critically graded, nationally advertised, known, wanted. By featuring Armstrong roses . . . Rosedom's Royal Family . . . you'll make *extra* sales.

WRITE FOR OUR WHOLESALE LIST

# ARMSTRONG NURSERIES

ONTARIO, CALIFORNIA



## QUALITY LINING-OUT STOCK

We list below the items of lining-out stock that we have available for the 1960-61 season. We think that we have very fine liners and will submit samples on request. No orders for less than 50 plants of a kind, please. 50 to 250 plants at the 100 rate, 250 and up at the 1000 rate.

### LATH HOUSE GROWN POTTED LINERS

Grown outside in lath houses one or more seasons.

	Each Per 100	Each Per 1000
Barberry, julianae, 2 1/2-in. pot, 6 to 8 ins.	\$.16	\$.15
Elaeagnus simoni, 2 1/2-in. pot, 8 to 10 ins.	.15	.12 1/2
Ilex aquifolium, seedlings, 2 1/2-in. pot, 8 to 10 ins.	.15	.12 1/2
Ilex crenata convexa, 2 1/2-in. pot, 4 to 6 ins.	.15	.12 1/2
Ilex glabra, 2 1/4-in. pot, 6 to 8 ins.	.15	.12 1/2
Ilex crenata Green Thumb, 2 1/2-in. pot, 4 to 6 ins.	.15	.12 1/2
Ilex crenata helleri, 2 1/2-in. pot, 2-yr., 4 to 6 ins.	.15	.12 1/2
Ilex crenata helleri, 4-in. pot, 3-yr., 6 to 8 ins.	.35	.30
Ilex crenata hetzi, 2 1/2-in. pot, 6 ins.	.15	.12 1/2
Ilex opaca East Palatka, 3-in. pot, peat, heavy, 10 to 12 ins.	.15	.12 1/2
Nandina domestica, 2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
Osmanthus fortunei, 2 1/2-in. rose pot, 4 to 6 ins.	.17 1/2	.15
Viburnum burkwoodi, 2 1/2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
Viburnum chenaaulti, 2 1/2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
Thuja occidentalis compacta erecta, 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis, Dark Green, 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis globosa, 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja orientalis Baker's, 2 1/2-in. rose pot, 8 to 10 ins.	.17 1/2	.15
Thuja orientalis, Blue Cone, 2 1/2-in. rose pot, 8 to 10 ins.	.17 1/2	.15
Thuja orientalis, Mayhews, 2 1/2-in. rose pot, 6 to 8 ins.	.17 1/2	.15
Thuja orientalis newarkii, 2 1/2-in. rose pot, 8 to 10 ins.	.18	.16
Chamaecyparis plumosa, Green, 2 1/2-in. pot, 6 to 8 ins.	.15	.12 1/2
Chamaecyparis plumosa, Golden, 2 1/2-in. pot, 6 to 8 ins.	.15	.12 1/2
Juniper, chinensis hetzi, 2 1/2-in. pot, 8 to 10 ins.	.17 1/2	.15
Juniper, chinensis hetzi, beer cans, 12 to 15 ins.	.22 1/2	.20

### BED-GROWN LINERS FROM LATH HOUSE

Boxwood, harlandi, beds, heavy, 8 to 10 ins.	.20	.17 1/2
Euonymus alatus compactus, beds, 4 to 6 ins.	.16	.15
Euonymus fortunei argenteo-variegatus, beds, 4 to 6 ins.	.15	.12 1/2
Euonymus fortunei compactus, beds, 8 to 12 ins.	.12 1/2	.10
Euonymus microphyllus, beds, heavy, 4 to 6 ins.	.15	.12 1/2
Euonymus radicans, beds, 10 ins.	.15	.12 1/2
Euonymus radicans, upright, beds, 8 to 12 ins.	.15	.12 1/2
Ilex crenata convexa, seedlings, 2-yr., beds, 10 to 12 ins.	.15	.12 1/2
Ilex crenata rotundifolia, beds, light, 6 to 8 ins.	.12 1/2	.10
Ligustrum lucidum Suwannee River, beds, 6 to 8 ins.	.35	.30

### HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
Juniper, Andorra			Juniper, Pfitzer compacta Nicks		
1-yr., 6 to 8 ins.	\$.12 1/2	\$.10	1-yr., 6 to 8 ins.	\$.17 1/2	\$.15
2-yr., 8 to 12 ins.	.15	.12 1/2	2-yr., 8 to 12 ins.	.22 1/2	.20
Juniper, chinensis			Juniper, Pfitzer compacta Kallay		
albo-variegata			1-yr., 6 to 8 ins.	.17 1/2	.15
2-yr., 8 to 12 ins.	.25	.20	2-yr., 8 to 12 ins.	.22 1/2	.20
Juniper, chinensis hetzi glauca			Juniper, Pfitzer Blue (Mayhews)		
1-yr., 6 to 8 ins.	.12 1/2	.10	2-yr., 10 to 12 ins.	.25	.22 1/2
1-yr., 8 to 12 ins.	.15	.12 1/2	Juniper, Pfitzer nana		
2-yr., 8 to 12 ins.	.17 1/2	.15	(Armstrong's)		
2-yr., 12 to 15 ins.	.20	.17 1/2	1-yr., 6 to 8 ins.	.17 1/2	.15
Juniper, chinensis maneyi			Juniper, sabina		
1-yr., 6 to 8 ins.	.25	.22 1/2	1-yr., 6 to 8 ins.	.12 1/2	.10
1-yr., 8 to 12 ins.	.27 1/2	.25	2-yr., 10 to 12 ins.	.17 1/2	.15
Juniper, excelsa stricta			Juniper, sabina Arcadia		
1-yr., 6 to 10 ins.	.12 1/2	.10	1-yr., 6 to 8 ins.	.25	.20
2-yr., 8 to 12 ins.	.17 1/2	.15	Juniper, sabina horizontalis		
Juniper, fastigiata			1-yr., 8 to 10 ins.	.25	.20
1-yr., 8 to 12 ins.	.12 1/2	.10	Juniper, sabina vonehron		
2-yr., 12 to 15 ins.	.15	.12 1/2	1-yr., 6 to 8 ins.	.12 1/2	.10
Juniper, communis depressa			Juniper, virginiana repandens		
aurea (Golden Canadian)			1-yr., 6 to 8 ins.	.15	.12 1/2
1-yr., 8 to 10 ins.	.17 1/2	.15	2-yr., 8 to 10 ins.	.17 1/2	.15
2-yr., 10 to 12 ins.	.22 1/2	.20			
Juniper, chinensis pfitzeriana					
1-yr., 8 to 10 ins.	.17 1/2	.15			
2-yr., 10 to 12 ins.	.20	.17 1/2			

## CARTWRIGHT NURSERIES

Collierville, Tenn.

Phone: UL 3-2352

### NEW HEADQUARTERS FOR OHIO NURSERY

Five years of planning were culminated recently when Horton Nurseries, Inc., moved its headquarters from Painesville, O., to a 600-acre farm at Madison, O. Holding an option to purchase the former dairy farm, the nurseries are now in the process of acquiring the holdings from the owner, Mrs. J. E. Miller.

A dairy barn facing Route 20 on the property will be renovated to house sales and administrative headquarters, and construction is under way on a 10,000 square foot insulated warehouse. Six other buildings included in the purchase will be utilized more or less as they stand for storage. A short-wave communication system is used to coordinate the operations of tractors, trucks and crews on the extensive new nursery grounds.

In addition to the former headquarters nursery at Painesville, the Horton firm also maintains growing fields at Perry, O., and on Chapel road, Madison.

### HEADS BAILEY HORTORIUM

Prof. Harold E. Moore, Jr., of the New York state college of agriculture at Cornell University, Ithaca, N. Y., has been appointed head of the Liberty Hyde Bailey Hortorium, a research facility of the agricultural college concerned with classifying and identifying cultivated plants. He succeeds Dr. George H. M. Lawrence, who has assumed the directorship of the Hunt Botanical Library at Carnegie Institute of Technology, Pittsburgh, Pa.

Professor Moore went to Cornell in 1948 after receiving his Ph.D. degree from Harvard University, where he also spent a year as technical assistant of the Gray Herbarium. A director of the Palm Society and editor of its quarterly bulletin, he currently serves as scientific adviser to the Fairchild Tropical Gardens, Miami, Fla., from which he received the Founder's medal in 1954 for outstanding achievement in the study of palms. He is the author of many technical papers and of a book, "African Violets, Gloxinias and Their Relatives."

FEATURED during the holiday season at Snyder's Garden Center, Wooster, O., will be a recently opened toy department.

ROY SHOTTS has opened Birdhaven Nursery at 845 East Elbert street, Indianapolis, Ind.

# HOW PETERSON & DERING PAVES THE WAY TO More Rose Profits

**NEW VARIETIES.** Perk up your sales with something new and different! In addition to the newest All-America Winners and the most popular patented and non-patented roses, P&D this year offers 3 highly publicized new varieties:



**EBONY (PPAF).** New deep red grandiflora that is extremely heavy blooming—as many as 45 blooms have been counted on a single candelabra stem.



**RED RUFFLES (PPAF).** Dark red floribunda producing interesting flowers with ruffled petals. Nice for borders and a constant source of cut flowers for unusual arrangements.

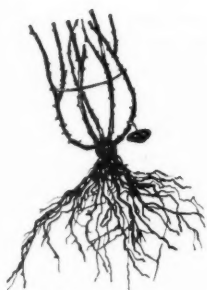
## MORE NATIONAL ADVERTISING

Full-color and black-and-white pages in the nation's leading flower magazines and garden columns create interest and build demand for P&D Roses.

## MORE EXTRA SERVICES

These are the little extras provided by Peterson & Dering that add up to a lot more profit:

1. Every P&D rose bush is individually labeled.
2. Every bush is top-tied to minimize breakage.
3. All bushes trimmed to your specifications.
4. Free Color Pictures for each variety ordered.
5. Color Folders, Color Plates available at cost.
6. P&D Roses have pliable fibrous root systems and short shanks — easier to pot without damage.
7. Fresher stock — shipped in pool cars mechanically refrigerated to a constant 33°.



## BETTER ROOT STOCK

P&D "Super-Strain" Multiflora Root is the result of over 20 years' development — your assurance of hardier plants, more vigorous growth, more abundant blooms, happier customers.



**New ... and already a  
SILVER MEDAL WINNER**

**Coronado** (PPAF)

Brilliant new red and gold bi-color hybrid tea. Silver medal winner, International Trials at Rome, Geneva and Denmark.



Oregon's best source  
of good Roses

**"THE FINEST ANYWHERE"**



	Each	Each		Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Lonicera yunnanensis</i>		
2 to 3 ft. ....	\$1.25	\$1.00	12 to 15 ins. ....	\$1.25	\$1.00	15 to 18 ins. ....	\$1.20	\$1.00
<i>Anise (Illicium)</i>			15 to 18 ins. ....	1.50	1.25	18 to 24 ins. ....	1.50	1.25
2 to 3 ft. ....	1.50	1.25	18 to 24 ins. ....	2.00	1.75	<i>Loropetalum chinensis</i>		
3 to 4 ft. ....	2.25	2.00	24 to 30 ins. ....	2.25	2.00	15 to 18 ins. ....	1.15	1.00
<i>Barberry, julianae</i>			<i>Ilex crenata rotundifolia</i>			18 to 24 ins. ....	1.40	1.25
15 to 18 ins. ....	1.75	1.50	12 to 15 ins. ....	1.15	1.00	24 to 30 ins. ....	1.75	1.50
18 to 24 ins. ....	2.25	2.00	15 to 18 ins. ....	1.40	1.25	<i>Magnolia alexandrina</i>		
<i>Borwood, harlandi</i>			18 to 24 ins. ....	1.65	1.50	4 to 5 ft. ....	3.75	3.50
8 to 10 ins. ....	.85	.75	24 to 30 ins. ....	2.25	2.00	<i>Magnolia glauca</i>		
10 to 12 ins. ....	1.15	1.00	30 to 36 ins. ....	3.00	2.75	2 to 3 ft. ....	1.75	1.50
12 to 15 ins. ....	1.40	1.25	3 to 4 ft. ....	4.00	3.50	3 to 4 ft. ....	2.25	2.00
15 to 18 ins. ....	1.65	1.50	<i>Ilex crenata rotundifolia, pyramids</i>			4 to 5 ft. ....	2.75	2.50
<i>Borwood, sempervirens</i>			24 to 30 ins. ....	2.25	2.00	5 to 6 ft. ....	3.50	3.25
12 to 15 ins. ....	1.40	1.25	30 to 36 ins. ....	3.25	3.00	6 to 8 ft. ....	5.50	5.00
15 to 18 ins. ....	2.25	2.00	3 to 4 ft. ....	4.50	4.00	<i>Magnolia grandiflora</i>		
18 to 24 ins. ....	2.75	2.50	<i>Ilex glabra</i>			2 to 3 ft. ....	1.75	1.50
<i>Borwood, welleri</i>			15 to 18 ins. ....	1.20	1.00	3 to 4 ft. ....	2.75	2.50
12 to 15 ins. ....	1.40	1.25	18 to 24 ins. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50
<i>Cleyera japonica</i>			24 to 30 ins. ....	2.75	2.50	5 to 6 ft. ....	5.50	5.00
15 to 18 ins. ....	1.20	1.00	30 to 36 ins. ....	2.75	2.50	6 to 8 ft. ....	8.25	7.50
18 to 24 ins. ....	1.75	1.50	<i>Ilex opaca seedlings</i>			<i>Magnolia rustica rubra</i>		
<i>Elaeagnus fruitlandi</i>			2 to 3 ft. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50
2 to 3 ft. ....	1.25	1.00	3 to 4 ft. ....	2.75	2.50	<i>Magnolia soulangiana</i>		
3 to 4 ft. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50	2 to 3 ft. ....	2.00	1.75
<i>Elaeagnus simoni</i>			5 to 6 ft. ....	5.50	5.00	3 to 4 ft. ....	2.75	2.50
2 to 3 ft. ....	1.25	1.00	<i>Ilex Croenenburg</i>			4 to 5 ft. ....	3.50	3.25
3 to 4 ft. ....	1.75	1.50	2 to 3 ft. ....	2.25	2.00	5 to 6 ft. ....	4.50	4.00
<i>Eucynymus alatus compactus</i>			3 to 4 ft. ....	3.25	3.00	<i>Magnolia soulangiana nigra</i>		
18 to 24 ins. ....	1.50	1.25	4 to 5 ft. ....	4.25	4.00	3 to 4 ft. ....	2.75	2.50
24 to 30 ins. ....	1.75	1.50	5 to 6 ft. ....	5.25	5.00	<i>Magnolia stellata</i>		
<i>Eucynymus coloratus</i>			<i>Ilex East Palatka</i>			18 to 24 ins. ....	2.00	1.75
18 to 24 ins. ....	1.25	1.00	2 to 3 ft. ....	1.75	1.50	2 to 3 ft. ....	3.00	2.50
24 to 30 ins. ....	1.50	1.25	3 to 4 ft. ....	2.75	2.50	3 to 4 ft. ....	4.50	4.00
30 to 36 ins. ....	2.25	2.00	4 to 5 ft. ....	3.75	3.50	<i>Nandina domestica</i>		
<i>Eucynymus fortunei erectus</i>			5 to 6 ft. ....	5.50	5.00	15 to 18 ins. ....	.80	.75
15 to 18 ins. ....	1.25	1.00	<i>Ilex opaca fosteri</i>			18 to 24 ins. ....	1.20	1.00
18 to 24 ins. ....	1.50	1.25	2 to 3 ft. ....	2.25	2.00	24 to 30 ins. ....	1.50	1.25
24 to 30 ins. ....	1.70	1.50	3 to 4 ft. ....	3.25	3.00	30 to 36 ins. ....	1.75	1.50
<i>Eucynymus japonicus</i>			4 to 5 ft. ....	4.25	4.00	<i>Nandina domestica, dwarf</i>		
18 to 24 ins. ....	1.15	1.00	5 to 6 ft. ....	5.25	5.00	15 to 18 ins. ....	1.15	1.00
24 to 30 ins. ....	1.70	1.50	<i>Ilex Hume No. 2</i>			18 to 24 ins. ....	1.40	1.25
30 to 36 ins. ....	2.25	2.00	2 to 3 ft. ....	2.25	2.00	<i>Osmanthus aquifolium</i>		
<i>Eucynymus patens</i>			3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.50	1.25
18 to 24 ins. ....	1.20	1.00	4 to 5 ft. ....	4.25	4.00	<i>Osmanthus fortunei</i>		
2 to 3 ft. ....	1.75	1.50	5 to 6 ft. ....	5.25	5.00	18 to 24 ins. ....	1.50	1.25
3 to 4 ft. ....	2.25	2.00	<i>Ilex Reynolds</i>			24 to 30 ins. ....	1.75	1.50
<i>Eucynymus radicans</i>			2 to 3 ft. ....	2.25	2.00	<i>Photinia serrulata</i>		
several selected types			3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.20	1.00
15 to 18 ins. ....	1.20	1.00	4 to 5 ft. ....	4.25	4.00	2 to 3 ft. ....	1.75	1.50
18 to 24 ins. ....	1.50	1.25	<i>Ilex Taber</i>			<i>Viburnum burkwoodi</i>		
24 to 30 ins. ....	1.75	1.50	3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.50	1.25
<i>Ilex cassine angustifolia</i>			4 to 5 ft. ....	4.25	4.00	24 to 30 ins. ....	1.75	1.50
3 to 4 ft. ....	3.50	3.00	5 to 6 ft. ....	5.25	5.00	30 to 36 ins. ....	2.25	2.00
4 to 5 ft. ....	4.50	4.00	<i>Ilex vomitoria</i>			3 to 4 ft. ....	2.75	2.50
<i>Ilex cornuta burfordi</i>			15 to 18 ins. ....	1.15	1.00	<i>Viburnum chenaulti</i>		
15 to 18 ins. ....	1.20	1.00	18 to 24 ins. ....	1.40	1.25	18 to 24 ins. ....	1.50	1.25
18 to 24 ins. ....	1.50	1.25	24 to 30 ins. ....	1.75	1.50	24 to 30 ins. ....	1.75	1.50
24 to 30 ins. ....	1.75	1.50	30 to 36 ins. ....	2.25	2.00	30 to 36 ins. ....	2.25	2.00
30 to 36 ins. ....	2.50	2.25	<i>Ilex vomitoria Pride of Houston</i>			3 to 4 ft. ....	2.75	2.50
3 to 4 ft. ....	3.50	3.00	18 to 24 ins. ....	1.40	1.25	<i>Viburnum juddi</i>		
<i>Ilex cornuta femina</i>			24 to 30 ins. ....	1.75	1.50	18 to 24 ins. ....	1.50	1.25
15 to 18 ins. ....	1.20	1.00	30 to 36 ins. ....	2.25	2.00	24 to 30 ins. ....	1.75	1.50
18 to 24 ins. ....	1.50	1.25	<i>Ilex vomitoria, dwarf</i>			<i>Viburnum rhytidophyllum</i>		
24 to 30 ins. ....	1.75	1.50	12 to 15 ins. ....	1.50	1.25	18 to 24 ins. ....	1.75	1.50
30 to 36 ins. ....	2.50	2.25	<i>Jasmine, floridum</i>			24 to 30 ins. ....	2.00	1.75
<i>Ilex cornuta Hume</i>			15 to 18 ins. ....	1.20	1.00	30 to 36 ins. ....	2.50	2.25
15 to 18 ins. ....	1.50	1.25	18 to 24 ins. ....	1.50	1.25	3 to 4 ft. ....	3.25	3.00
18 to 24 ins. ....	1.75	1.50	2 to 3 ft. ....	1.75	1.50	4 to 5 ft. ....	4.50	4.00
24 to 30 ins. ....	2.25	2.00	<i>Laurel, Cherry</i>			<i>White Dogwood</i>		
30 to 36 ins. ....	2.75	2.50	2 to 3 ft. ....	1.50	1.25	2 to 3 ft. ....	1.20	1.00
<i>Ilex cornuta rotunda</i>			3 to 4 ft. ....	1.75	1.50	3 to 4 ft. ....	1.75	1.50
12 to 15 ins. ....	1.50	1.25	4 to 5 ft. ....	2.50	2.25	4 to 5 ft. ....	2.25	2.00
<i>Ilex crenata convexa</i>			5 to 6 ft. ....	3.50	3.00	5 to 6 ft. ....	3.50	3.00
12 to 15 ins. ....	1.00	.80	6 to 8 ft. ....	5.00	4.50	<i>White Dogwood (Cherokee Princess)</i>		
15 to 18 ins. ....	1.25	1.00	<i>Laurel, English</i>			3 to 4 ft. ....	2.75	2.50
18 to 24 ins. ....	1.75	1.50	15 to 18 ins. ....	1.25	1.00	4 to 5 ft. ....	3.75	3.50
24 to 30 ins. ....	2.25	2.00	18 to 24 ins. ....	1.50	1.25	<i>Pink Dogwood</i>		
<i>Ilex crenata hetzi</i>			2 to 3 ft. ....	1.75	1.50	2 to 3 ft. ....	1.75	1.50
12 to 15 ins. ....	1.20	1.00	<i>Laurel, Zabel</i>			3 to 4 ft. ....	2.75	2.50
15 to 18 ins. ....	1.50	1.25	15 to 18 ins. ....	1.20	1.00	<i>Live Oak, B&amp;B</i>		
<i>Ilex crenata latifolia, pyramids</i>			18 to 24 ins. ....	1.75	1.50	3 to 4 ft. ....	2.75	2.50
18 to 24 ins. ....	1.75	1.50	2 to 3 ft. ....	2.50	2.25	<i>Silver Maple, B&amp;B</i>		
24 to 30 ins. ....	2.25	2.00	<i>Ligustrum lucidum (Black Wax)</i>			6 to 8 ft. ....	2.00	1.50
30 to 36 ins. ....	3.25	3.00	18 to 24 ins. ....	1.20	1.00	8 to 10 ft. ....	2.50	2.00
3 to 4 ft. ....	4.50	4.00	24 to 30 ins. ....	1.50	1.25	10 to 12 ft. ....	3.00	2.50
			30 to 36 ins. ....	1.75	1.50			
			<i>Ligustrum lucidum Suwannee River</i>					
			15 to 18 ins. ....	1.15	1.00			
			18 to 24 ins. ....	1.40	1.25			
			24 to 30 ins. ....	1.65	1.50			
			30 to 36 ins. ....	2.00	1.75			

**CARTWRIGHT NURSERY CO.** Collierville, Tenn. Phone: UL 3-2352  
Highway 72-57, 10 miles east of Memphis

## Plan To

### Come to Cedar Rapids for the 40th Annual Meeting IOWA NURSERYMEN'S ASSOCIATION January 12, 13 and 14, 1961 Sheraton-Montrose Hotel

A three-day meeting with a well-rounded program of speakers on topics of nursery and garden center interest.

Fine entertainment with dining extraordinary.

#### Booth space available. Contact:

Blaine Barnhart  
Earl May Store  
Cedar Rapids, Iowa

#### Reservations:

Sheraton-Montrose Hotel  
223 Third Ave., S. E.  
Cedar Rapids, Iowa

## ATTEND THE WESTERN!

Start the NEW YEAR RIGHT, BEGIN THE CONVENTION CIRCUIT IN KANSAS CITY at the Hotel Bellerive on January 2, 3 and 4, 1961.

#### A Timely Program Which Includes:

DR. CYNTHIA WESCOTT, Plant Doctor, Glen Ridge, N. J.  
ERIC LAWSON, Syracuse University  
Dr. J. P. MAHLSTEDE, Iowa State University  
R. W. LANSFORD, University of Missouri  
H. L. JACOBSON, U. S. Weather Dept.  
who will bring you useful and interesting information on:  
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Jim Danbury  
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### QUALITY NURSERY STOCK IN LANDSCAPE SIZES

**SHADE TREES:** Maple — Norway, Scarlet and Sugar, Niobe Weeping Willow and Pin Oak. Sizes on most shade trees are in the 2 to 5-in. cal. size.

**EVERGREENS:** Austrian Pine, up to 6 ft. Hetz Juniper, 18 to 24 ins. and 2 to 2½ ft.

Write for Price List.

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### B & B EVERGREENS

#### ARBORVITAE HEMLOCK JUNIPER TAXUS

Nursery located north end of Broad Brook on Connecticut Highway No. 140.

Ask for Wholesale Price List

#### E. NORMAND MYERS

Nurseryman  
Broad Brook, Conn.

## COMING EVENTS

### MEETING CALENDAR

December 28—Connecticut Nurserymen's Association, annual meeting, Waverly Inn, Cheshire, Conn.

January 1 to 3, 1961—North Carolina Association of Nurserymen, annual short course, North Carolina State College union, Raleigh, N. C.

January 2 to 4—Western Association of Nurserymen, annual convention, Hotel Bellerive, Kansas City, Mo.

January 3 to 5—Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 3 to 5 — Eastern Regional Nurserymen's Association, Inc., annual convention, Roosevelt hotel, New York, N. Y.

January 4 to 6—Indiana Arborists Association, midwinter conference, Memorial Center, Purdue University, Lafayette, Ind.

January 6—Landscape Materials Information Service, annual meeting, Statler-Hilton hotel, New York city, N. Y.

January 9 to 11—Northern Virginia Nurserymen's Association, short course, Fairfax, Va.

January 11 and 12—Maryland Nurserymen's Association, annual meeting, Baltimore-Sheraton Inn, Baltimore, Md.

January 12—Cuyahoga County Nurserymen's Association, annual meeting, Clark's Hanna restaurant, Cleveland, O.

January 12 and 13—New Jersey Association of Nurserymen, winter meeting, La Concha hotel, Atlantic City, N. J. A 1-day meeting will also be held January 26 in conjunction with farmers' week at Trenton, N. J.

January 12 to 14—Iowa Nurserymen's Association, winter meeting, Sheraton-Montrose hotel, Cedar Rapids, Ia.

January 15—National Landscape Nurserymen's Association, midwinter conference, Hotel La Salle, Chicago, Ill.

January 15 to 17—New York State Arborists Association, annual meeting, Cornell University, Ithaca, N. Y.

January 16—National Mail Order Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 16 to 18—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 16 to 18—Washington State Nurserymen's Association, winter convention, Benjamin Franklin hotel, Seattle, Wash.

January 17 to 20—Ohio Nurserymen's Association, winter meeting and short course, Neil House, Columbus, O.

January 19—Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 19 and 20—Seventh annual Kansas state shade tree conference, Umberger Hall, Kansas State University, Manhattan, Kan.

January 20—Western New York Nurserymen's Association, annual convention, Sheraton hotel, Rochester, N. Y.

January 22 to 24—Virginia Nurserymen's Association, Inc., annual convention, Hotel John Marshall, Richmond, Va.

January 23 to 25 — Kentucky State Nurserymen's Association, winter meeting, Kentucky hotel, Louisville, Ky.

January 24—Delaware nurserymen's short course, University of Delaware, Newark, Del.

January 24 and 25—Ontario Nurserymen's Association, annual convention and trade show, Sheraton-Connaught hotel, Hamilton, Ont., Canada.

January 24 to 26—Michigan Association of Nurserymen, annual convention, Hotel Pantlind, Grand Rapids, Mich.

January 25 and 26—Connecticut Nurserymen's Association, ninth annual short course, University of Connecticut, Storrs, Conn.

January 25 and 26—Oregon Association of Nurserymen, annual convention, Multnomah hotel, Portland, Ore.

January 26 and 27—Colorado Nurserymen's Association, short course, Colorado State University, Fort Collins, Colo.

January 29 and 30—Tennessee Nurserymen's Association, annual convention, Mountain View hotel, Gatlinburg, Tenn.

January 29 to 31—National Arborists Association, annual convention, Statler-Hilton hotel, New York, N. Y.

February 1 and 2—Pennsylvania Nurserymen's Association, annual meeting, Penn Harris hotel, Harrisburg, Pa.

February 7—Kalamazoo Valley Landscape Nurserymen's Association and the Grand Rapids Landscape and Nurserymen's Association, combined annual meeting, Harris hotel, Kalamazoo, Mich.

February 7 and 8—Oregon Association of Nurserymen, short course, Oregon State College, Corvallis, Ore.

February 7 to 9—New England Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

February 11—New Hampshire Plant Growers Association, annual meeting, University of New Hampshire, Durham, N. H.

February 13 and 14—Idaho Association of Nurserymen, winter meeting, Basque Center, Boise, Ida.

February 15 to 17—Midwestern chapter, National Shade Tree Conference, winter meeting, Hotel La Salle, Chicago, Ill.

#### EASTERNERS' PROGRAM

Because of a conflict of nursery meeting dates at New York city on January 6, the program for the Eastern Regional Nurserymen's Association at the Hotel Roosevelt there has been moved back one day from the schedule previously announced. January 3 to 5 are the new dates, instead of January 4 to 6, according to Edwin W. Kirk, executive secretary of the association. Following is the schedule of events planned:

##### JANUARY 3

10:00 a. m. — Executive committee meeting, Eastern Regional Association; (nominations, etc.)

10:30 a. m.—Registration.

12:00 m.—Trade show.

2:00 p. m.—Welcome to the convention, by Al Vick, president, Eastern Regional Nurserymen's Association.

2:15 p. m. — "Changing Times—In Nursery Finance," by A. L. Synesael,

Again it is

## CHICAGO IN JANUARY!

for the largest gathering of nurserymen that will be brought together by any of the winter meetings.

### Illinois State Nurserymen's Association 45th Annual Convention and Trade Show

January 15, 16, 17, 18, 1961  
Hotel La Salle, Chicago

Come and visit one of the best trade shows in the industry. A large variety of nursery plants, products and supplies will be exhibited.

#### Program Features

"The World We Face"

"The Illinois Highway and the Landscape"

Special reports from A. A. N. officers and staff.

#### Trade Show Features

56 Exhibit Booths

Meetings of a number of allied national nurserymen's associations will also be held at the Hotel La Salle, January 15 to 18.

Come early and stay for the banquet and floor show on January 18. The entertainment is top-notch.

#### Exhibit Space Available

Do you have plant materials or nursery production products that you want nurserymen to see? If so, why not rent an exhibit booth at the trade show and expose your wares to the nursery trade. You won't be sorry. Contact: H. R. Kemmerer, Secy., I. S. N. A., 104 Floriculture Bldg., Urbana, Ill., for further information.



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East Hartford, Conn.

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**2** Ordered now, STAR Miniature Roses can be forced for pot sales. They're a new, natural sales addition for Easter and throughout the spring.



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### BRAND NEW

#### Star PIXIE GOLD (Pl. Pat. App. For)

Fine bright yellow bud, opens to a soft golden yellow. Grows to about 12".

#### Star PIXIE ROSE (Pl. Pat. App. For)

Finest deep pink available. Really double and free flowering. Fragrant, too. A compact plant of 10".

### ALL NEW

**SPECIAL OFFER**  
25 Pixie Gold  
for one collection  
**\$42.50**

**COLLECTION A1**  
25 Pixie Rose  
ea. for 3 collections  
**\$39.50**

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**The STAR Special**  
50 Red Imp—rich, unfading red  
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15 Baby Gold Star—golden yellow  
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Rowley, Mass.

- Quality Landscape-Size Stock
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president, New York State Nurserymen's Association.

4:00 p. m.—Adjournment for day.

6:30 p. m.—Annual reception and party, ballroom.

### JANUARY 4

8:00 a. m.—Trading time at the "Horticultural Exchange" bulletin board for want and surplus lists.

10:30 a. m.—General meeting of region 1, A. A. N., Al Vick presiding.

Secretary's report.

Treasurer's report.

11:00 a. m.—"Changing Times in the Nursery Industry," with Sydney Hutton, chairman; Vincent Bailey, St. Paul, Minn., A. A. N. president; Richard P. White or Curtis Porterfield, A. A. N. staff, and Valteau Curtis, Callicoon, N. Y., past president, A. A. N.

12:00 m.—Recess; pre-luncheon refreshments, ballroom entrance.

12:30 p. m.—Lunch, ballroom; Al Vick presiding; introduction of exhibitors, special guest and presidents of local associations; speaker, Dr. Kenneth McFarland, General Motors public relations department.

2:15 p. m.—"Why and How Do People Buy Nursery Stock?" by Dr. Ronald Gatty, assistant professor, agricultural economics, Rutgers University, New Brunswick, N. J.; results of N.E.M. survey.

2:45 p. m.—"How Does Your Customer See You?" by Joseph Goeke—Opinion Research Corp., Princeton, N. J.

3:15 p. m.—Questions and answers.

8:00 p. m.—Plant forum—"Can You Build Sales with Unusual Plants?" Moderator, Owen Schmidt, F. D. Moore & Sons, Narberth, Pa.

### JANUARY 5

9:00 a. m.—Meeting of region 1, A. A. N., with Al Vick presiding. Business meeting; election of officers.

9:30 a. m.—"The A. A. N. Builds Markets for You"; Sydney Hutton presiding and Howard P. Quadland, A. A. N. director of public information.

10:00 a. m.—Advertising for Changing Times.

11:30 a. m.—Recess; pre-luncheon refreshments, in ballroom.

12:30 p. m.—Luncheon, ballroom, with Al Vick presiding. Introduction of guests; A. A. N. industrial landscape awards, by Sydney Hutton; speaker, Mrs. Rae V. Biester, superintendent, U. S. mint, Philadelphia.

2:30 p. m.—Reconvene for afternoon session; N. L. N. A. program, with C. Powers Taylor, Rosedale Nurseries, Hawthorne, N. Y., presiding.

4:00 p. m.—Adjournment.

### VIRGINIA DETAILS

The program for the 4th annual Northern Virginia Nurserymen's short course, cosponsored by the agricultural extension service, Virginia Polytechnic Institute, to be held at the Fairfax County Courthouse, Fairfax, Va., and the National Arboretum, Washington, D. C., January 9 to 11, has been arranged as follows:

### JANUARY 9

9 a. m.—Registration at the Fairfax Courthouse.

10 a. m.—"Nematodes and Their Control," by Dr. Richard Gruenhagen, extension plant pathologist, Virginia Polytechnic Institute, and Dr. A. L. Taylor,

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For as little as \$256 per month\*, Case 310 gives you up to 5815 lbs push-power for digging and pushing big blade-loads of earth. The wide-mount 92" hydraulically-controlled blade cuts sharply ... may be angled on-the-go to 25° left or right to carry and spread dirt exactly where you want it. Smooth-feathering controls make it simple to prepare precisely graded surfaces. Exclusive "float" valve-control lets you "drift" dirt into low spots and to "back-blade" finished grade to a table-smooth surface. Wide selection of rear tools gives you multiple-job versatility. And this is the *only* Utility-size crawler that has both a foot accelerator and a foot-brake ... so you can hop right-in from a rubber-tired rig and feel "at home".

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glauca

Juniperus procumbens nana  
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Please write for quotations  
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head of the nematology section at Beltsville.

1:30 p. m.—“Weed Control,” by Dr. William Chappell, professor of plant physiology, V. P. I., and Prof. Allan Kates, extension weed specialist, V. P. I.

“Fire Blight,” by Dr. Richard Gruenhagen.

“Tree Diseases,” by Dr. Richard Gruenhagen.

### JANUARY 10

9:30 a. m.—“Hollies,” by Jerry Hill, Hills Nursery & Camellia Gardens, Fairfax.

Film: “Basic Technique for Home Landscaping.”

“Modern Design in Home Landscaping,” by Carl A. Sorg, landscape architect, Washington, D. C.

1:30 p. m.—“Sales Promotion,” by Dr. Ole Johnson, American University, Washington, D. C.

### JANUARY 11

9:30 a. m.—“Winter Identification of Plant Material,” tour and discussion period, National Arboretum, Washington, D. C., with Dr. Francis de Vos, associate director of the arboretum; Gabriel Edwin, curator at the arboretum; Prof. Albert S. Beecher, landscape architect, V. P. I., and Dr. Jacob H. Tinga, horticulturist, V. P. I.

### MARYLAND PROGRAM

According to the program recently released for the annual meeting of the Maryland Nurserymen's Association, details of the sessions to be held January 11 and 12 at the Sheraton-Baltimore Inn, Baltimore, Md., are scheduled as follows:

### JANUARY 11

9 a. m.—Registration.

9:45 a. m.—Call to order, reports of secretary and treasurer and committee appointments.

10:15 a. m.—President's remarks, by Ray Gustin, Gustin Gardens, Rockville, Md.

10:30 a. m.—Film: “A Manner of Speaking.”

11 a. m.—Introduction of exhibitors, by Thomas Adams, exhibit chairman.

12:15 p. m.—Lunch.

“Keep Maryland Beautiful,” by John Clark of the governor's committee for “Keep Maryland Beautiful.”

2:15 p. m.—“Credit,” by Robert L. Bruchey, general credit manager, Hecht-May Co., Baltimore, Md.

2:45 p. m.—“Modern Landscaping,” by Martin Funnell, landscape architect, Baltimore, Md.

3:15 p. m.—American Association of Nurserymen report, by Curtis Porterfield, secretary.

4:30 p. m.—Refreshments and fellowship.

6:30 p. m.—Banquet and dance.

### JANUARY 12

9:30 a. m.—“What the State Roads Department Means to Maryland Nurserymen,” by Charles R. Anderson, chief landscape architect, state roads commission.

10 a. m.—“What the County Planning Program Should Mean to the Maryland Nurserymen,” by Malcolm Dill, Baltimore county planning director, Towson, Md.

10:30 a. m.—Report on A.A.N. man-

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agement conference at Sagamore, N. Y. 12:15 p. m.—Lunch.

Report by Dr. George S. Langford, state entomologist, University of Maryland, College Park, Md., on his trip to Europe.

Prizes to be awarded by exhibitors. 2:30 p. m.—Business meeting, committee reports and election of officers.

Meeting of Maryland-West chapter 36 of the A.A.N.

4:30 p. m.—Adjournment.

### LANDSCAPE SERVICE DATE

January 6 is the date chosen for the annual meeting of the Landscape Materials Information Service, according to Beulah Fortnam, assistant secretary of the association. The meeting will be held at the Statler-Hilton hotel, New York City, N. Y.

### NEW JERSEY PREPARATION

The program for the 1961 annual meeting of the New Jersey Association of Nurserymen, January 12 and 13 at the La Concha hotel, Atlantic City, and January 26 at the Hotel Stacy-Trent, Trenton, has been announced by President J. Peter Vermeulen, John Vermeulen & Son, Inc., Neshanic Station, N. J. As in previous years, a special program is planned for the ladies.

Details of the program are:

#### JANUARY 12

9 a. m.—Registration, Hotel La Concha, Atlantic City.

12 noon—Lunch. Introduction to exhibitors; president's address and welcome, and report of the nominating committee.

1:45 p. m.—"Landscape Estimating for Profit," a panel discussion, including James Corradi, A. Corradi & Son, Summit, N. J.; Al Vick, Vick's Wildgardens, Inc., Gladwyne, Pa., and Harris Grand, Harris Grand Co., Brooklyn, N. Y.

3 p. m.—"Ground Covers, Old and New," discussions and demonstrations, moderated by Joseph Moreau, Moreau Landscape Service, Freehold, N. J.

4 p. m.—"Arctic Safari," colored movies, with comments, by William P. Howe, Jr., Howe Nurseries, Pennington, N. J.

6 p. m.—Social hour, courtesy of member wholesale nurseries.

7 p. m.—Annual banquet. Dedication of program to Dr. William H. Martin, dean emeritus, college of agriculture, Rutgers.

#### JANUARY 13

9:30 a. m.—Roll call and introduction of new members; giving of prizes.

10 a. m.—Annual business meeting, J. Peter Vermeulen, president, presiding: Committee reports, report from Rutgers.

11:30 a. m.—"Taxus—Good, Bad or Indifferent"; moderator, Albert Flemer, F & F Nurseries, Holmdel, N. J.

12:45 p. m.—Luncheon: "The A. A. N. Story," by Robert F. Lederer, legislative assistant, A. A. N. headquarters, Washington, D. C.; landscape awards.

2 p. m.—"Stump the Experts"; moderator, Dr. William E. Snyder, Rutgers, with Dr. Spence H. Davis, Jr., Rutgers; Dr. John Libby, Rutgers; William Flemer

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1-yr., 18 to 24 ins. \$	4.00	\$35.00	\$325.00
2-yr., 2 to 3 ft. . . . .	7.00	65.00	600.00
3 to 4 ft. . . . .	10.00	85.00	750.00
4 to 5 ft., \$2.00 each.			

We have a nice supply of these, about 10,000 1 and 2-yr. trees. We also have some large specimens for landscape use.

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Taxus capitata, 2-yr., S.  
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Weight per 100 Reg. 10 lbs. Heavy 25	Weight per 100 Reg. 30 lbs. Heavy 70
Regular Weight 100 \$2.75 1000 \$25.00	Regular Weight 100 \$5.00 1000 \$47.50
Heavy Weight 100 \$3.75 1000 \$35.00	Heavy Weight 100 \$6.75 1000 \$65.00

<b>Size 0 1/2</b> Top ....5" Bottom 4" High 5"	<b>Size 4</b> Top ....10" Bottom 8 1/2" High 10"
Weight per 100 Reg. 13 lbs. Heavy 30	Weight per 100-120 lbs. 100 \$11.00
Regular Weight 100 \$3.50 1000 \$32.50	500 \$52.50 1000 \$100
Heavy Weight 100 \$4.50 1000 \$42.50	*Heavy Only - - For trees and shrubs

<b>Size 1</b> Top ....6" Bottom 5" High 6"	<b>Size 5</b> Top ....12" Bottom 10" High 12"
Weight per 100 Reg. 15 lbs. Heavy 35	<b>LG POT</b> Weight per 100-220 lbs.
Regular Weight 100 \$4.00 1000 \$37.50	20 30c ea. 100 \$27.50
Heavy Weight 100 \$5.25 1000 \$50.00	500 \$125 1000 \$225
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<b>Size 2</b> Top ....7" Bottom 5 1/2" High 9"	<b>Size Pan</b> Top ...8 1/2" Bottom 7 1/2" High 5"
Weight per 100 Reg. 24 lbs. Heavy 55	<b>PAN</b> Weight per 100 Reg. 30 lbs. Heavy 70
Regular Weight 100 \$4.50 1000 \$42.50	Regular Weight 100 \$5.00 1000 \$47.50
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**LIGHT WEIGHT** Easy to handle . . . economical. Light weight cuts shipping costs. Menne-Pots save you money!

**COMPLETELY ASSEMBLED** Stapled Bottom . . . a Menne-Pot can be used immediately! No waste "set-up" time. No heating.

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2,500 to 17,500 \$6.90 M	2,000 to 18,000 \$7.75 M
20,000 to 72,500 6.40 M	20,000 to 74,000 7.25 M
75,000 and up 5.90 M	76,000 and up 6.75 M
2,500 per case — 30 lb.	2,000 per case — 32 lb.
2 1/4" Square	3" Round
2,000 to 18,000 \$10.50 M	1,000 to 9,000 \$13.75 M
20,000 to 74,000 9.75 M	10,000 to 49,000 12.75 M
76,000 and up 9.00 M	50,000 and up 11.50 M
2,000 per case — 36 lb.	1,000 per case — 28 lb.
3" Square	4" Round
1,000 to 9,000 \$17.25 M	500 to 2,000 \$28.75 M
10,000 to 49,000 16.00 M	2,500 to 9,500 26.25 M
50,000 and up 14.75 M	10,000 and up 24.75 M
1,000 per case — 30 lb.	500 per case — 30 lb.
Freight Allowed On 150 Lbs. Or More	4" Azalea
Also available in the above sizes — <b>THINLINE</b> weight — 10 - 30 per cent less in price.	500 to 2,000 \$28.75 M
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	10,000 and up 24.75 M
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**Low Cost - Light Weight - Pre-Sterilized  
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Once you use a MENNE PEAT POT you'll never buy anything else. These top-quality domestic made peat pots save you labor of transplanting to field or bench. No labor and time wasted in storing pots. MENNE PEAT POTS also eliminate transplant shock and promote faster, stronger growth. You're sure to get top prices and more satisfied customers. For bigger profits next season, order your MENNE PEAT POTS today!

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	Per 100	Per 1000	5000 or more
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade.	Prepaid \$6.50	F.O.B. here \$53.00	same shipment \$50.00

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III, Princeton Nurseries, Princeton, N. J.; Hans Hess, Hess Nurseries, Wayne, N. J., and Russell Bettes, Howe Nurseries.

3 p. m.—"Retail Selling—Are You Getting Your Share of the Consumer's Dollar?", by William Weiss, Jr., The Garden Shop, Paramus, N. J.

4 p. m.—Election of officers.

4:30 p. m.—Adjournment to Trenton session, January 26.

**JANUARY 26**

9 a. m.—Registration, Empire room, Hotel Stacey-Trent, Trenton.

10 a. m.—Reports from the bureau of plant industry, state department of agriculture: Ellis McCoy, chief, laboratory services; William M. Boyd, chief, bureau of entomology, and William W. Metterhouse, supervisor of nursery inspection.

11 a. m.—"Roadside Landscape Design in Relation to the Interstate Highway System," by Oliver A. Deakin, parkway and landscape engineer, state highway department, Trenton.

12 noon—Lunch.

2 p. m.—"New and Unusual Plants," demonstrations and discussions, moderated by George H. Ehrle, Nurseryman, Clifton, N. J., and Edward Wyckoff, the Red Spade Nursery, Morristown, N. J.

4 p. m.—Adjournment.

### N. L. N. A. PROGRAM

The program for the National Landscape Nurserymen's Association's midwinter conference, to be held January 15 at the Hotel La Salle, Chicago, Ill., was recently confirmed and released for publication by Alice F. Smart, executive secretary of the association.

Saturday evening, January 14, preceding the regular meetings, several helpful films will be shown to early arrivals who are interested.

Details of the program follow:

**JANUARY 15**

8:30 a. m.—Board of directors' meeting, Illinois room.

1 p. m.—Registration.

1:30 p. m.—President's remarks, by Gervin Pringle, Florida Nursery & Landscape Co., Leesburg, Fla.

1:45 p. m.—"A Demonstration of Landscape Construction Problems," by Ralph Ellis Gunn, Ralph Ellis Gunn Associates, Houston, Tex.

3 p. m.—"Retail Merchandising," by Julian Rice, Jr., California Chemical Co., Richmond, Calif.

4 p. m.—Reports by executive secretary, treasurer and committees; election of officers, and report on next meeting.

5:30 p. m.—Buffet supper.

8 p. m.—"Analyzing and Correcting Business Problems," by John A. Rogers, senior executive, client service department, George S. May Co., Chicago.

8:45 p. m.—"What's New in Landscape Design?," slides and comments by members of the National Landscape Nurserymen's Association.

### JOINT MICHIGAN MEET

A combined annual meeting of the Kalamazoo Valley Landscape and Nurserymen's Association and the Grand Rapids Landscape and Nurserymen's Association is scheduled for February 7, according to

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	Per 1000
1-yr., S., 3 to 5 ins. . . . .	\$ 30.00
2-yr., S., 6 to 10 ins. . . . .	50.00
3-yr., S., 15 to 20 ins. . . . .	75.00
4-yr., S., 18 to 24 ins. . . . .	150.00
3-yr., T., 12 to 18 ins. . . . .	250.00
4-yr., T., 18 to 20 ins. . . . .	500.00
5-yr., T., 24 to 30 ins. . . . .	1000.00

	Each
2 to 3 ft., sheared, B&B . . . . .	\$ 4.00
3 to 4 ft., sheared, B&B . . . . .	7.50
4 to 5 ft., sheared, B&B . . . . .	10.00
5 to 6 ft., sheared, B&B . . . . .	12.50
6 to 8 ft., sheared, B&B . . . . .	20.00

Our Black Pine are grown from a Northern Japan Compact strain and are very dark green in color.

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6 to 8 ins., 2-yr., T.,  
 \$15.00 per 100.

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Frank Anderson, secretary of the K. V. L. N. A. The Harris hotel, Kalamazoo, Mich., was chosen as headquarters for the event.

### SOUTHERN TREE MEET

The Lord Baltimore hotel, Baltimore, Md., will be the headquarters for the meeting of the Southern chapter of the National Shade Tree Conference. February 19 to 21 are the dates of the meeting, according to William A. Shield, secretary-treasurer of the organization.

### IDAHO WINTER MEETING

The Idaho Association of Nurserymen has scheduled its winter meeting and garden school for February 13 and 14. The Basque Center, Boise, Ida., will serve as headquarters for the meeting, according to Robert V. Gates, Petrie Landscape Nurseries, Boise, secretary-treasurer.

### CUYAHOGA COUNTY DATES

A proposed program for the monthly meetings of the Cuyahoga County Nurserymen's Association through April has been released by Fred K. Buscher, Cuyahoga county extension agent, Cleveland, O. Of special interest among these are the January and February meetings, the first of which, scheduled for January 12 at Clark's Hanna restaurant, Cleveland, is the group's annual business meeting, with election of officers and committee reports. February 23 is the date set for the annual C. C. N. A. winter nursery school, to be held at the Lake Shore Country Club, Cleveland.

Dates and speakers planned for the March and April meetings, both to be held at Clark's Hanna restaurant, are as follows: March 9—"Trends in Landscape Architecture," by William Behnke, landscape architect; April 13—"Trees Around the World" (illustrated), by Edward Scanlon, Edward F. Scanlon & Associates, Olmsted Falls, O.

EXPANSION of its garden supply and fertilizer lines was recently made possible for the Johnson Nursery & Garden Center by the completion of a new garden center building.

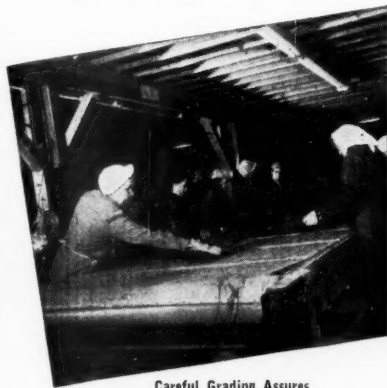
ESTABLISHED by Kenneth J. Siman is the Walnut Valley Farm, R. D. No. 2, Spencer, O. Evergreens and strawberries will be the crops.

NEW owner and operator of the Longmeadow Nursery, Wheaton, Ill., is Lee Clausen.

# Quality NURSERY - GROWN

# SEEDLINGS

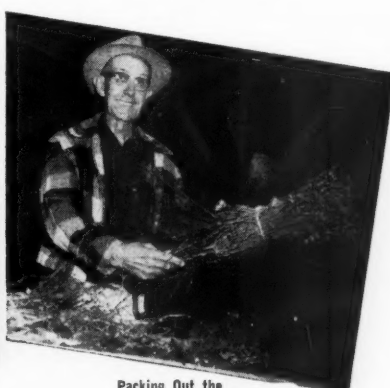
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Uniformity of Plants



30 Acres of Seedbeds at the Beginning  
of the Growing Season



Packing Out the  
Finished Product

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
<b>Acer campestre</b> (English Maple) 4 to 6 ins. ....	6c	4c	<b>Deutzia gracilis</b> 4 to 6 ins. ....	7c	4c	<b>Pinus sylvestris, 1-0</b> (Race Noble French Blue) 3 to 5 ins. ....	5c	2½c
<b>Acer glabrum</b> (Amur Scarlet Maple) 2 to 4 ins. ....	4c	2c	6 to 12 ins. ....	10c	7c	<b>Pinus thunbergii</b> (Japanese Black Pine) 12 to 18 ins. ....	12c	10c
4 to 6 ins. ....	5c	3c	<b>Elaeagnus angustifolia</b> (Russian Olive) 18 to 24 ins. ....	8c	5c	<b>Prunus serrulata</b> (Japanese Flowering Cherry) 2 to 3 ft. ....	18c	15c
6 to 12 ins. ....	7c	5c	<b>Elaeagnus multiflora</b> (Cherry Elaeagnus) 6 to 12 ins. ....	5c	3c	3 to 4 ft. ....	25c	20c
<b>Acer saccharinum</b> (Silver Maple) 18 to 24 ins. ....	6c	4c	12 to 18 ins. ....	7c	5c	<b>Prunus ansu</b> (Apricot) 18 to 24 ins. ....	20c	14c
2 to 3 ft. ....	9c	6c	<b>Euonymus bungeanus</b> (Strawberry Tree) 6 to 12 ins. ....	7c	5c	2 to 3 ft. ....	22c	16c
<b>Allanthurus altissima</b> (Tree of Heaven) 6 to 12 ins. ....	5c	3c	18 to 24 ins. ....	10c	8c	3 to 4 ft. ....	30c	20c
12 to 18 ins. ....	7c	5c	<b>Fraxinus excelsior</b> 6 to 12 ins. ....	5c	3c	<b>Quercus coccinea</b> (Scarlet Oak) 6 to 12 ins. ....	9c	6c
18 to 24 ins. ....	10c	7c	12 to 18 ins. ....	7c	5c	<b>Quercus palustris</b> (Pin Oak) 6 to 12 ins. ....	9c	6c
2 to 3 ft. ....	12c	9c	18 to 24 ins. ....	10c	7c	12 to 18 ins. ....	11c	8c
<b>Abutilon julibrissin</b> (Northern Strain—Mimosa) 6 to 12 ins. ....	7c	4c	<b>Gleditsia triacanthos inermis</b> (Thornless Honey Locust) 6 to 12 ins. ....	4c	2c	18 to 24 ins. ....	12c	10c
12 to 18 ins. ....	9c	6c	12 to 18 ins. ....	7c	4c	<b>Rhodotypos kerrioides</b> (Jethead) 6 to 12 ins. ....	8c	5c
<b>Ampelopsis quinquefolia</b> (Virginia Creeper) No. 1 ..... 25c	15c	15c	18 to 24 ins. ....	9c	7c	<b>Robinia pseudoacacia</b> (Black Locust) 2 to 3 ft. ....	7c	4c
No. 2 ..... 15c	9c	5c	24 to 30 ins. ....	15c	10c	3 to 4 ft. ....	9c	6c
<b>Berberis thunbergii</b> (Japanese Barberry) 4 to 6 ins. ....	5c	3c	<b>Larix leptolepis</b> (Japanese Larch) 6 to 12 ins. ....	5c	3c	<b>Rosa multiflora</b> 2/16 to 3/16-in. cal. 12 to 15 ins. ....	4c	2c
6 to 12 ins. ....	7c	5c	12 to 18 ins. ....	7c	5c	<b>Rosa rugosa</b> (Rugosa Rose) 1-yr., S. ....	15c	10c
<b>Berberis thunbergii atropurpurea</b> (Red-leaved Japanese Barberry) 4 to 6 ins. ....	6c	4c	18 to 24 ins. ....	10c	7c	<b>Syringa vulgaris</b> (Lilac) 6 to 12 ins. ....	7c	4c
6 to 12 ins. ....	9c	6c	<b>Liquidambar styraciflua</b> (Sweet Gum—Illinois Seed Source) 6 to 12 ins. ....	8c	5c	<b>Tilia cordata</b> (Little-leaved Linden) 6 to 12 ins. ....	10c	7c
<b>Callicarpa japonica</b> (Japanese Beauty-berry) 12 to 18 ins. ....	5c	3c	<b>Malus sieboldii</b> (Toringo Flowering Crab Apple) 6 to 12 ins. ....	4c	3c	18 to 24 ins. ....	15c	12c
18 to 24 ins. ....	7c	5c	12 to 18 ins. ....	7c	5c	<b>Ulmus parvifolia</b> (True Chinese Elm) 6 to 12 ins. ....	5c	3c
<b>Celastrus orbiculata</b> (Chinese Bittersweet) 12 to 15 ins. ....	11c	8c	<b>Malus zumi</b> (Redbud Flowering Crab Apple) 6 to 12 ins. ....	9c	7c	12 to 18 ins. ....	9c	7c
6 to 12 ins. ....	8c	6c	12 to 18 ins. ....	11c	9c	18 to 24 ins. ....	12c	9c
12 to 18 ins. ....	12c	9c	<b>Phellodendron amurense</b> (Cork Tree) 12 to 18 ins. ....	7c	5c	2 to 3 ft. ....	15c	11c
<b>Cercis chinensis</b> (Chinese Dwarf Redbud) 6 to 12 ins. ....	8c	6c	<b>Philadelphus coronarius</b> (Sweet Mock Orange) 4 to 6 ins. ....	3c	2c	3 to 4 ft. ....	20c	15c
12 to 18 ins. ....	12c	9c	6 to 12 ins. ....	5c	3c	<b>Ulmus pumila x fulva</b> (Hybrid Elm) 6 to 12 ins. ....	4c	2c
<b>Cotoneaster salicifolia</b> (Willow-leaved Cotoneaster) 6 to 12 ins. ....	15c	11c	12 to 18 ins. ....	7c	5c	12 to 18 ins. ....	7c	5c
6 to 12 ins. ....	15c	10c	<b>Pinus resinosa, heavy,</b> root-pruned (Norway Pine) 4 to 6 ins. ....	7c	4c	18 to 24 ins. ....	9c	7c
<b>Crataegus monogyna</b> (Green Hawthorn) 2 to 4 ins. ....	5c	3c	6 to 12 ins. ....	9c	5c	2 to 3 ft. ....	11c	9c
6 to 12 ins. ....	10c	7c	12 to 18 ins. ....	11c	7c	<b>Zelkova serrata</b> (Japanese Zelkova) 12 to 18 ins. ....	11c	7c
18 to 24 ins. ....	20c	16c	<b>Pinus sylvestris, heavy,</b> root-pruned (Austrian Hills Scotch Pine, good color) 4 to 6 ins. ....	5c	2½c	18 to 24 ins. ....	15c	11c
<b>Crataegus viridis</b> (Green Hawthorn) 2 to 4 ins. ....	5c	3c	6 to 12 ins. ....	9c	5c	3 to 4 ft. ....	25c	20c
6 to 12 ins. ....	10c	7c						
18 to 24 ins. ....	20c	16c						
<b>Cupressus arizonica</b> (Arizona Cypress) 4 to 6 ins. ....	4c	3c						
6 to 12 ins. ....	5c	3c						
12 to 18 ins. ....	10c	8c						

All prices F.O.B. Elsberry. Boxing and packing at cost.  
Please Note: This list is accurate as of December 1, 1960. Many items will be snapped up quickly, so please book without delay to avoid disappointment.  
Plants are tied 25 to a bundle, so please order in units of 25, 25 to 300 take the 100 rate; 300 or more the 1000 rate.  
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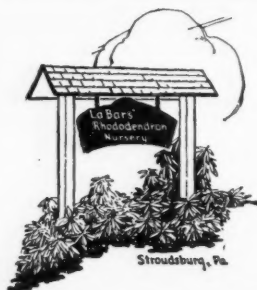
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## COVER ILLUSTRATION

### Acer Platanoides Undulatum

From Europe and the Caucasus comes one of the hardiest maples, Acer platanoides. As a result of long cultivation, many useful and ornamental varieties and forms have been selected and propagated and, though not all of these are as widely planted as their good habits and pleasing characteristics warrant, the fast-growing demand for better adapted trees, both for street plantings and home grounds use, should foster far greater use of the more desirable species and their variants. A case in point is A. platanoides aureomarginatum, the beautiful little golden Norway maple, that has but recently been accorded the attention of growers and users it so well merits.

The species type has long been used on city streets and avenues be-



Acer Platanoides Undulatum

cause of its strongly branched, dense head of large, deep green foliage and indifference to far less than good growing conditions. Seemingly, at least to this observer, foliage variants of the species develop less bulky branch formation, and such clones impress one as being trees of lighter, opener structure. Such a cultivar is A. p. undulatum, which sets it aside from all the other selections having other than typical leaves. Just as pleasing a deep green, they are smaller, but as long and stiffly stemmed, although not so profusely borne. In the formation of the leaves the greatest difference is seen; the blade, instead of lying in an even plane, is very wavy and has deeply recessed veins, and the margin of the entire leaf is undulate; in substance, the

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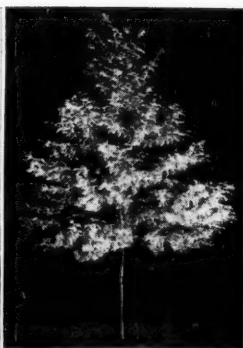
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3-yr., T. ....	40c	37 1/2c

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leaves are crispy, and it is this characteristic which likely accounts for the name crispy-leaved Norway sometimes used to describe this form.

This not-too-large maple should suit well where a clean, hardy shade tree of good habit and pleasing foliage is wanted, whether it be for city street embellishment or service on the home grounds.

J. G.

## ACCENTS PLANT SALES FOR GARDEN CENTERS

In an address titled "Nursery Stock versus Hard Goods," Jack Hill, D. Hill Nursery Co., Dundee, Ill., recently recommended promotion of plant materials to a group of florists who operate garden centers. The occasion was a day-long clinic on garden center operation opening the program of the Wisconsin-Upper Michigan Florists' Association at the Schroeder hotel, Milwaukee, Wis., October 23.

Predicting increasing sales for plant materials because of continued home building, Mr. Hill recommended study of family buying habits. Research, he stated, has shown that the desire for plants and accessories for outdoor living comes after the family has purchased home appliances and cars. These, however, are items that depreciate in value substantially immediately after being put in use, while plants gain in value as they grow older. To some extent customers know this fact, because they are aware that larger plants cost more than the smaller sizes. Nevertheless, said the speaker, the nurseryman should use the value appeal more vigorously in his selling and advertising.

Another factor said to be on the side of the plant salesman is the tendency of the customer to associate landscaping with luxury, affluence and well-being. Such a situation exists, Mr. Hill suggested, because many Americans still hold visions of the wealthy class owning and beautifying estate property in the Old World.

In conclusion, Mr. Hill advised his listeners to sell service, not price, in order to compete with the mass market operators. The nurseryman, as an expert in his line, can give the buyer the help and information that he cannot obtain from the mass marketers.

## Turf Product Sales

Another program speaker at Milwaukee, Dr. R. M. Carleton, Vaughan's Seed Co., Chicago, told opportunities for expanding the sell-

**BETTER PLANTS**

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**INCREASED PROFITS**

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ing season for turf products, pointing out that some, such as pre-emergence crab grass killer, should be applied in nongrowth periods. This material is best applied when the ground is frozen. It might be used in the spring, before the soil thaws, but buyers are then intent on plants, while in the late fall there is little competitive appeal to the gardener's interest.

Tom Carlson, Fairview Garden Center, Janesville, Wis., talked on advertising, declaring that a business is judged by the character of its advertising. He recommended planning an advertising program 12 months in advance, setting a budget of 3 to 5 per cent of the gross anticipated for the year. Mr. Carlson said most of his firm's advertising budget goes into newspaper and radio promotion. Television has seemed too expensive, and direct-mail material must be used consistently to be effective. Window displays are a form of advertising, Mr. Carlson said, and should be paid for out of the advertising budget.

Dr. Gail E. Beck, of the floriculture staff of the University of Wisconsin, stated that the garden center operator who sells lilies to his customers will have customers, because lilies do so well with so little care.

Victor Stein, Stein's Garden Center, Milwaukee, as the concluding speaker on the garden center program, accented the importance of bringing people into the store. Seasonable promotions, free gifts and loss leaders can be used advantageously for such a purpose, it was stated.

**PLANT INJURY COURSE**

Dr. P. P. Pirone, author of "Tree Maintenance" and co-author of "Diseases and Pests of Ornamental Plants," will conduct a series of 12 classes on diagnosis of disease and insect injury to plants this winter at the New York Botanical Garden, New York, N. Y. Prevention and control measures will be recommended, and time will be allowed for discussion of pest and disease problems students have encountered. The hour-long classes will be held at the botanical gardens each Thursday from January 12 to March 30 and will be presented both in the morning and the evening.

CHANGE of location has been reported for the Kordus Nurseries, formerly of Huntington, L. I., N. Y. The new address is Cranbury, South River road, R. D. 1, Jamesburg, N. J.

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	Each	Each		Each	Each		Each	Each
	100	1000		100	1000		100	1000
	rate	rate		rate	rate		rate	rate
<b>Abies concolor</b> (Concolor Fir)			<b>Hex crenata helleri</b> , very dwarf			<b>Pyracantha cocc. islandi</b> (Fire Thorn)		
4 to 6 ins., 4-yr., T. ....	\$0.30	\$0.30	4 to 6 ins., 3-yr., T. ....	\$0.38	...	4 to 6 ins., 2-yr., T. ....	\$0.25	\$0.25
6 to 8 ins., 5-yr., T. ....	.35	.25	6 to 8 ins., 4-yr., T. ....	.45	...	6 to 8 ins., 2-yr., T. ....	.32	.30
10 to 15 ins., 5-yr., T. ....	.45	.38	8 to 10 ins., 4-yr., T. ....	.75	...	8 to 10 ins., 2-yr., T. ....	.38	.35
<b>Azalea kaeempferi</b> (Flame Azalea)			10 to 12 ins., 5-yr., T. ....	.90	...	10 to 12 ins., 3-yr., T. ....	.40	.38
3 to 6 ins., 2-yr., T. ....	.25	.22	<b>Hex rotundifolia</b> (Round-leaved Holly)			12 to 18 ins., 3-yr., T. ....	.50	.45
6 to 8 ins., 3-yr., T. ....	.30	.28	8 to 10 ins., 2-yr., T. ....	.35	\$0.30	<b>Quercus palustris</b> (Pin Oak)		
<b>Azalea Ghent Hybrid</b> , mixed pastels			10 to 12 ins., 3-yr., T. ....	.40	.35	4 to 6 ins., 1-yr., S. ....	.10	.08
2 to 4 ins., 2-yr., T. ....	.20	.18	12 to 15 ins., 4-yr., T. ....	.50	.45	<b>Rhododendron Hybrid</b> , seed; from red stock		
4 to 6 ins., 3-yr., T. ....	.25	.22	12 to 15 ins., 5-yr., T., heavy	.65	.60	3 to 6 ins., 3-yr., T. ....	.35	.32
<b>Azalea mollis</b> (Chinese Azalea)			15 to 18 ins., 4-yr., T., field	1.00	.90	4 to 6 ins., 4-yr., T. ....	.45	.42
2 to 4 ins., 2-yr., T. ....	.12	.10	<b>Juniper Andorra</b> (Purple Andorra)			6 to 8 ins., 4-yr., T. ....	.55	.48
3 to 5 ins., 3-yr., T. ....	.20	.18	4 to 6 ins., 1-yr., T. ....	.22	.20	8 to 10 ins., 4-yr., T. ....	.85	...
5 to 8 ins., 3-yr., T., field	.25	.22	6 to 8 ins., 1-yr., T. ....	.28	.25	10 to 12 ins., 5-yr., T. ....	1.00	...
<b>Azalea macrocalum</b> , lavender			8 to 10 ins., 3-yr., T. ....	.40	.38	12 to 18 ins., 5-yr., T. ....	1.50	...
1 to 3 ins., 1-yr., T. ....	.25	.20	10 to 15 ins., 3-yr., T. ....	.50	.45	<b>Rhododendron catawbiense</b> , rosy-purple		
4 to 6 ins., 2-yr., T. ....	.30	.25	<b>Juniper Canadensis aurea</b> (Golden Canadian Juniper)			6 to 8 ins., 2-yr., T. ....	.50	.45
6 to 8 ins., 3-yr., T. ....	.35	.30	4 to 6 ins., 2-yr., T. ....	.25	...	8 to 10 ins., 2-yr., T. ....	.65	.60
<b>Azalea poukhanensis</b>			6 to 8 ins., 2-yr., T. ....	.35	...	<b>Scotch Pine</b> (Pinus sylvestris)		
2 to 3 ins., 2-yr., T. ....	.22	.20	<b>Juniper glauca hetzi</b> (Hetzi Juniper)			8 to 14 ins., 4-yr., T. ....	.15	.05
3 to 4 ins., 3-yr., T. ....	.30	.28	4 to 6 ins., 2-yr., T. ....	.20	.18	10 to 15 ins., 4-yr., T. ....	.15	.06
<b>Azalea schlippenbachii</b> (Royal Azalea)			6 to 10 ins., 2-yr., T. ....	.25	.22	(Order minimum, 500 at 1000 rate.)		
1-yr., T., bedded	.18	.15	8 to 12 ins., 2-yr., T. ....	.32	.28	<b>Taxus capitata</b> (Upright Jap. Yew)		
2 to 3 ins., 2-yr., T. ....	.22	.20	10 to 15 ins., 2-yr., T. ....	.35	.30	Seedlings		
3 to 6 ins., 3-yr., T. ....	.30	.28	12 to 15 ins., 3-yr., T., ctbk. 45	.45	.42	2 to 3 ins., 2-yr., S. ....	.05	.04
<b>Buxus sempervirens welleri</b> (Weller's Hardy Boxwood)			12 to 18 ins., 4-yr., T., ctbk. 55	.55	.50	3 to 4 ins., 3-yr., S. ....	.07	.06
4 to 6 ins., 2-yr., T. ....	.25	.22	<b>Juniper hibernica fastigiata</b> (Compact Irish Juniper)			4 to 6 ins., 3-yr., S. ....	.09	.07
6 to 8 ins., 2-yr., T. ....	.30	.28	4 to 8 ins., 2-yr., T. ....	.20	.18	6 to 8 ins., 4-yr., S. ....	.15	.12
8 to 10 ins., 3-yr., T. ....	.35	.32	8 to 10 ins., 2-yr., T. ....	.25	.22	8 to 10 ins., 4-yr., S. ....	.18	.16
10 to 12 ins., 3-yr., T. ....	.40	.38	10 to 12 ins., 2-yr., T. ....	.35	.30	10 to 12 ins., 4-yr., S. ....	.22	.19
12 to 15 ins., 4-yr., T. ....	.50	.45	12 to 15 ins., 3-yr., T. ....	.45	.40	<b>Taxus capitata</b> (Upright Jap. Yew)		
<b>Chamaecyparis filifera aurea</b> (Golden Thread Cypress)			<b>Juniper horizontalis glauca</b>			Transplants		
3 to 4 ins., 2-yr., T. ....	.25	.22	4 to 6 ins., 2-yr., T. ....	.35	.32	4 to 6 ins., 3-yr., T. ....	.28	.25
4 to 6 ins., 2-yr., T. ....	.28	.25	6 to 8 ins., 2-yr., T. ....	.40	.38	6 to 8 ins., 3-yr., T. ....	.30	.25
<b>Chamaecyparis lawsoniana alumi</b> (Blue Cypress)			8 to 10 ins., 2-yr., T. ....	.50	.45	8 to 10 ins., 3-yr., T. ....	.35	.32
4 to 6 ins., 2-yr., T. ....	.22	.18	10 to 15 ins., 3-yr., T. ....	.50	.45	8 to 15 ins., 3-yr., T., ctbk. 45	.40	.40
6 to 10 ins., 2-yr., T. ....	.30	.28	<b>Juniper chinensis pfitzeriana</b>			10 to 12 ins., 6-yr., T., ctbk. 75	.65	.65
10 to 12 ins., 3-yr., T. ....	.45	.40	4 to 6 ins., 2-yr., T. ....	.28	.25	12 to 15 ins., 6-yr., T., ctbk. 90	.80	.80
12 to 15 ins., 3-yr., T. ....	.50	.45	6 to 8 ins., 2-yr., T. ....	.32	.30	<b>Taxus cuspidata</b> (Spreading Yew)		
<b>Chamaecyparis plumosa aurea</b> (Golden Plum Cypress)			8 to 10 ins., 2-yr., T. ....	.45	.42	4 to 6 ins., 2-yr., T., beds. 20	.18	.18
4 to 6 ins., 2-yr., T. ....	.22	.18	10 to 12 ins., 3-yr., T. ....	.55	.50	6 to 8 ins., 2-yr., T., beds. 25	.22	.22
6 to 8 ins., 2-yr., T. ....	.30	.28	12 to 15 ins., 4-yr., T. ....	.60	.55	6 to 8 ins., 2-yr., T., ctbk. 30	.30	.28
8 to 10 ins., 3-yr., T. ....	.35	.30	<b>Juniper pfitzeriana aurea</b>			8 to 10 ins., 2-yr., T., ctbk. 40	.38	.38
10 to 15 ins., 3-yr., T. ....	.45	.40	4 to 6 ins., 2-yr., T. ....	.28	.25	10 to 12 ins., 3-yr., T., ctbk. 45	.40	.40
<b>Colorado Blue Spruce</b> (Picea pungens)			6 to 8 ins., 2-yr., T. ....	.35	.32	10 to 15 ins., 4-yr., T., fld. 55	.55	.55
4 to 6 ins., 2-yr., T. ....	.18	.15	8 to 10 ins., 2-yr., T. ....	.40	.38	<b>Taxus media hicksii</b> (Hicks' Yew)		
6 to 8 ins., 4-yr., T. ....	.22	.18	10 to 12 ins., 2-yr., T. ....	.50	.45	4 to 6 ins., 2-yr., T. ....	.20	.18
8 to 10 ins., 5-yr., T. ....	.28	.25	12 to 15 ins., 3-yr., T. ....	.60	.55	6 to 8 ins., 2-yr., T. ....	.25	.22
10 to 12 ins., 6-yr., T. ....	.35	.30	<b>Juniper stricta</b> (Splay Greek)			8 to 10 ins., 2-yr., T. ....	.35	.30
12 to 15 ins., 6-yr., T. ....	.40	.35	4 to 6 ins., 2-yr., T. ....	.35	...	10 to 12 ins., 3-yr., T. ....	.45	.40
15 to 18 ins., 7-yr., T. ....	.45	.40	6 to 8 ins., 2-yr., T. ....	.48	...	12 to 15 ins., 4-yr., T. ....	.55	.48
<b>Douglas Fir</b> (Pseudotsuga douglasii)			8 to 10 ins., 2-yr., T. ....	.55	...	<b>Thuja occidentalis</b> (American Arborvitae)		
4 to 6 ins., 4-yr., T. ....	.25	.18	10 to 15 ins., 3-yr., T. ....	.60	.55	2 to 4 ins., 3-yr., S. ....	.08	.06
6 to 8 ins., 4-yr., T. ....	.30	.20	<b>Juniper squamata meyeri</b> (Blue Meyer)			4 to 8 ins., 3-yr., S. ....	.10	.08
8 to 10 ins., 5-yr., T. ....	.35	.25	3 to 4 ins., 2-yr., T. ....	.32	...	8 to 10 ins., 4-yr., S. ....	.15	.12
10 to 15 ins., 5-yr., T. ....	.45	.38	4 to 6 ins., 2-yr., T. ....	.40	...	10 to 15 ins., 4-yr., S. ....	.20	.18
<b>Euonymus alatus</b> (Winged Euonymus)			6 to 10 ins., 3-yr., T. ....	.48	...	<b>Thuja occidentalis douglasii aurea</b> (Golden Douglas Arborvitae)		
6 to 10 ins., 2-yr., T. ....	.20	.18	10 to 12 ins., 4-yr., T. ....	.55	...	10 to 12 ins., 3-yr., T. ....	.45	...
10 to 12 ins., 3-yr., T. ....	.25	.20	<b>Leucothoe catesbaei</b> (Drooping Andromeda)			12 to 15 ins., 4-yr., T. ....	.65	...
12 to 15 ins., 4-yr., T. ....	.35	.32	2 to 4 ins., 1-yr., T. ....	.18	.16	<b>Thuja occidentalis elegantissima lutea</b> (Golden Tipped Arborvitae)		
<b>Euonymus fortunei coloratus</b> (Prostrate Evergreen Creeper)			4 to 6 ins., 2-yr., T. ....	.22	.20	8 to 10 ins., 3-yr., T. ....	.35	.32
Low growing.			6 to 8 ins., 2-yr., T. ....	.25	.22	10 to 12 ins., 3-yr., T. ....	.40	.38
4 to 8 ins., 1-yr., T. ....	.18	.16	8 to 10 ins., 3-yr., T. ....	.35	.30	12 to 15 ins., 4-yr., T. ....	.50	.48
8 to 12 ins., 2-yr., T. ....	.28	.25	10 to 12 ins., 3-yr., T. ....	.45	.42	15 to 24 ins., 4-yr., T. ....	.65	...
10 to 15 ins., 2-yr., T. ....	.32	.30	12 to 15 ins., 3-yr., T. ....	.55	...	<b>Thuja occidentalis globosa</b> , Woodward's		
<b>Euonymus fortunei Erectus</b> (Evergreen Big-leaved Winter-Creeper)			<b>Liquidambar styraciflua</b> (Sweet Gum)			8 to 10 ins., 2-yr., T. ....	.30	.28
4 to 8 ins., 1-yr., T. ....	.18	.16	6 to 12 ins., 2-yr., field	.06	.05	10 to 12 ins., 3-yr., T. ....	.40	.38
8 to 12 ins., 2-yr., T. ....	.25	.22	12 to 18 ins., 2-yr., field	.06	.06	12 to 15 ins., 4-yr., T. ....	.50	.45
12 to 18 ins., 3-yr., T. ....	.35	.30	18 to 24 ins., 3-yr., field	.10	.08	<b>Thuja occidentalis pyramidalis</b> (Pyramidal Arborvitae)		
<b>Euonymus radicans vegetus</b> (Evergreen Winter-Creeper)			2 to 3 ft., 3-yr., field	.12	.10	8 to 10 ins., 2-yr., T. ....	.38	.35
3 to 4 ins., 1-yr., T., beds	.15	.12	<b>Mahonia aquifolia</b> (Oregon Grape Holly)			10 to 12 ins., 2-yr., T. ....	.45	.42
4 to 8 ins., 1-yr., T., beds	.20	.18	2-yr., bed run	.06	.05	12 to 15 ins., 3-yr., T. ....	.55	.50
8 to 10 ins., 2-yr., T. ....	.35	.30	2 to 4 ins., 2-yr., S. ....	.09	.07	15 to 24 ins., 4-yr., T. ....	.75	...
10 to 12 ins., 3-yr., T. ....	.45	.40	3 to 5 ins., 3-yr., S. ....	.12	.10	<b>Tsuga canadensis</b> (Hemlock)		
12 to 15 ins., 4-yr., T. ....	.55	.50	<b>Norway Spruce</b> (Picea excelsa)			6 to 8 ins., 3-yr., T. ....	.35	.32
<b>Hex crenata</b> (Pyramidal Japanese Holly)			4 to 8 ins., 2-yr., T. ....	.12	.05	8 to 10 ins., 4-yr., T. ....	.40	.35
8 to 10 ins., 2-yr., T. ....	.35	.32	6 to 10 ins., 4-yr., T. ....	.15	.06	10 to 15 ins., 4-yr., T. ....	.55	.50
10 to 12 ins., 3-yr., T. ....	.40	.38	10 to 12 ins., 4-yr., T. ....	.20	.12	12 to 18 ins., 5-yr., T. ....	.75	...
12 to 15 ins., 3-yr., T. ....	.45	.42	12 to 15 ins., 6-yr., T. ....	.25	.18	<b>Viburnum opulus nana</b> , dwarf		
15 to 18 ins., 4-yr., T. ....	.55	.50	<b>Pieris japonica</b> (Japanese Andromeda)			4 to 6 ins., 2-yr., T. ....	.25	.20
<b>Hex crenata coccinea</b> (Bullata)			1 to 3 ins., 1-yr., T. ....	.20	.18	6 to 8 ins., 4-yr., T. ....	.45	...
8 to 10 ins., 2-yr., T. ....	.38	.35	3 to 4 ins., 2-yr., T. ....	.28	.25	<b>White Spruce</b> (Picea alba)		
10 to 12 ins., 2-yr., T. ....	.48	.45	4 to 6 ins., 2-yr., T. ....	.35	.30	6 to 10 ins., 5-yr., T. ....	.20	.10
12 to 15 ins., 3-yr., T. ....	.65	.55	6 to 8 ins., 4-yr., T. ....	.38	.35	10 to 12 ins., 5-yr., T. ....	.25	.15
12 to 18 ins., 6-yr., field	1.00	.90	8 to 10 ins., 4-yr., T. ....	.45	.42	12 to 18 ins., 6-yr., T. ....	.28	.18
<b>Hex crenata hetzi</b> , large glossy leaf			<b>Austrian Pine</b> (Pinus nigra)					
4 to 8 ins., 2-yr., T. ....	.30	.28	6 to 8 ins., 3-yr., S. ....	.12	.02 1/2			
8 to 10 ins., 2-yr., T. ....	.40	.38	8 to 10 ins., 3-yr., S. ....	.15	.03 1/2			
10 to 12 ins., 3-yr., T. ....	.45	.42	10 to 15 ins., 4-yr., S. ....	.20	.04			
12 to 15 ins., 4-yr., T. ....	.60	.55	(Order minimum, 500 at 1000 rate.)					
			<b>Pinus mugo</b> , Tyrolean-Swiss					
			2 to 3 ins., 1-yr., S. ....	.10	.09			
			3 to 4 ins., 2-yr., S. ....	.15	.12			
			4 to 6 ins., 3-yr., S. ....	.18	.16			
			(Order minimum, 500 at 1000 rate.)					

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R. D. 1, Harmony, Pa.

# The Need for Marketing Research

By F. Raymond Brush

The nursery industry has been growing at a faster rate than the national economy for more than a decade. Yet, this growth has not been so satisfying as might be expected. It continues to be a period of adjustment and realignment. Accompanying this adjustment and realignment there is much uncertainty. There are new production techniques, new markets and new marketing and distribution methods, which in combination are challenging, bewildering and frustrating.

As in other segments of agriculture, production research and the producer's interest in solving production problems have exceeded marketing research and the producer's interest in obtaining solutions to his marketing problems. While this situation has been prevailing, the market for nursery products has broadened from the landscaping of homes to include industrial landscaping, highway landscaping and, more recently, urban redevelopment. The emphasis on home landscaping is also changing to garden living, and the term "indoor landscaping" or a synonym for it, will become an everyday word during the '60's.

## Changing Demands

The use of native plant materials collected from the woodlands is passe in most areas. There has been a sharp reduction in the sale of bare-root plant materials. Coniferous evergreens and larger sizes of trees and shrubs continue to be sold as B&B (balled and burlapped). Packaging with the roots in a lightweight, moisture-holding medium inside a moisture-proof plastic, foil or treated paper bag has come into common use. More recently containers have become an accented vehicle for marketing plants. These changes have brought problems as well as advantages.

As Charles Nichols can point out in the 1959 horticultural specialties census and Truman Fossum for the 1949 horticultural specialties census, the A.A.N. and the other groups covered in each census were seeking a benchmark to check where the industry was at that time, thereby permitting it to evaluate its position and set new goals. In the recent census the A.A.N. pressed for a question to give an indication of the percentage of plants being moved in containers. How much new market have con-

*At an inter-regional meeting of workers conducting research in the marketing of horticultural specialties (flowers and ornamentals) held by the United States Department of Agriculture at Washington, D. C., November 8, personnel from experiment stations in 21 states discussed the possibilities of and need for co-ordination and integration of their projects. Representing the industry at the meeting, F. Raymond Brush, A. A. N. executive assistant, presented the accompanying address, enumerating many of the specific projects on which research might indicate the most appropriate lines of action to be taken by the trade to expand distribution of its products.*

tainer-produced plants brought? Or do they go to customers who formerly bought plants bare root or B&B?

To clarify this point I should like to point out that when the Welch Grape Juice Co. introduced frozen grape juice it found that these sales were all "plus," for the normal-

strength grape juice sales remained at the same level.

## Mass Marketing Problems

Packaging and container growing have increased the possibility of mass marketing. Food chains, variety stores, drugstores, department stores and others are handling an increasing part of the nursery production. Mass marketing encourages mass production, which has fostered specialization and the production efficiency associated with it. Many nurseries are now producing only a few items in large quantities. Mass marketing has brought the problems of consumer acceptance and pricing methods to the fore. As the producing nurseryman relinquishes control of his product one or two steps farther removed from the consumer, these problems intensify. Will the mass merchandizer get the plant to the consumer in as healthy and viable a state as a local nurseryman might? What effect will mass buying, necessary in mass merchandising, have on the pricing patterns throughout the industry? These

## FALL, 1960

EVERGREENS  
FRUIT TREES

SHRUBS  
SMALL FRUITS

SHADE AND ORNAMENTAL TREES

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350 Acres Established 1875

## ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a  
general assortment for  
the best landscape plantings.

**BRYANT'S NURSERIES**  
Princeton, Illinois

## For Quality Stock RICKERT NURSERIES

Successor to Moon's  
Established 1767  
MORRISVILLE, PA.

## PIN OAK SEEDLINGS

Delivery Spring, 1961

	Per 100	Per 1000
6 to 12 ins. ....	\$ 6.00	\$ 55.00
12 to 18 ins. ....	8.00	75.00
18 to 24 ins. ....	12.00	100.00
2 to 3 ft. ....	17.00	140.00
3 to 4 ft. ....	22.00	190.00
4 to 5 ft. ....	30.00	250.00
*4 to 5 ft. ....	75.00	....
*5 to 6 ft. ....	100.00	....
*6 to 8 ft. ....	150.00	....

\*Well-branched, straight, good for cash sales.

**LEAVENWORTH NURSERIES**  
L. C. Gatewood Betty Gatewood  
12th and Vilas Leavenworth, Kan.

## THE JOSEPH F. MARTIN CO.

Growers of Fine Perennials and  
Rare General Stock

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Painesville, O.

# "SLIP-ON"® PLASTIC LABELS

NEWEST AND MOST PRACTICAL OF ALL PLANT LABELS!

SO NEW!  
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16 times stronger in sub-zero temperatures

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Patented locking device assures you a permanent, easily attached, adjustable label. Minimizes girdling the canes of either soft or hard wood plants. Guards against loss of labels. Absolutely waterproof. Will not wilt in hot weather.


**Plain or varieties imprinted permanently**

Add \$2.00 to imprinted prices if imprinting is desired on both sides. Trade-marks billed at cost. Photos or black-and-white drawings must accompany trade-mark orders. Parcel-post shipment up to 20 lbs. Over 20 lbs., least expensive way possible—unless otherwise specified. All shipments F.O.B. DAYTONA BEACH, FLA.

Available in 6 fadeproof colors . . . RED, GREEN, ORANGE, YELLOW, BLUE, WHITE

	Imprinted		Weight
	Per 1000	Per 1000	
No. 25 (1/2x5 ins.)	1000 to 4000	\$5.50	1 1/4 LBS.
	5000 to 9000	4.75	
	10,000 to 49,000	4.00	
	50,000 to 99,000	3.25	
	100,000 or more	2.50	
No. 87 or 87C (3/8x7 ins.)	1000 to 4000	7.50	2 1/4 LBS.
	5000 to 9000	6.50	
	10,000 to 49,000	5.50	
	50,000 to 99,000	4.75	
	100,000 or more	4.00	
No. 47 or 47C (3/8x7 ins.)	1000 to 4000	8.50	3 LBS.
	5000 to 9000	7.50	
	10,000 to 49,000	7.00	
	50,000 to 99,000	6.25	
	100,000 or more	5.50	

87C and 47C in the above price list indicates "V" notch.

	YOUR NAME HERE	PRICE
---	----------------	-------

SEND COUPON TODAY!

P. O. Box 350 Daytona Beach, Fla.

## ECONOMY LABEL SALES CO. INC.

ENCLOSED FIND \$..... FOR WHICH YOU MAY SHIP  
THE FOLLOWING ITEMS CHECKED BELOW BY .....EXPRESS;  
.....PARCEL POST; .....MOTOR FREIGHT; .....BEST WAY.

YOUR NAME (print) .....

CITY..... ZONE..... STATE.....

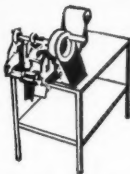
STREET NO..... R.F.D..... BOX.....

SHIPPING POINT..... COUNTY.....  
(if different from post office)

SIZE	QUANTITY	IMPRINT NAME & ADDRESS	IMPRINT VARIETIES	IMPRINT TRADE-MARK	PRICE
NO. 25					
NO. 87					
NO. 87C					
NO. 47					
NO. 47C					

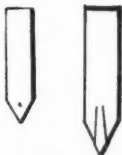
IMPRINT MY "SLIP-ON" LABELS AS FOLLOWS: .....

\*A VARIETY LIST IS ENCLOSED.....(yes or no). Made in U. S. A.



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Imprints permanently 9000 plastic labels per hour. Automatic, compact, rugged design. Terms available.



**TY-ON AND  
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PLASTIC LABELS**

Durable, waterproof. 6 fadeproof colors. Imprinting additional.

**REMOVABLE  
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CARD**

**PERMANENT  
PLOT MARKERS**

Weather resistant 3x 5-in. plastic card. Inserts in 24-in. aluminum stake. Interchangeable. 50c ea.



**GARDEN MARKERS**

All-aluminum tube stake 3 ft. long. 5 1/2x7-in. plastic insert card plus 2x7-in. interchangeable plastic pricing card. \$1.04 each.



**CUSTOM LABELS**

Heavy plastic. Available in any size, with or without holes. Ask for quotations.



**"SLIP-ON"  
E-Z LABEL**

Fast application. Heavy duty. Double strength. Waterproof. Fadeproof. Red, green, yellow, orange, blue, white.

## PIN OAKS

Production of Pin Oaks is a specialty with us.  
We have a large stock of many sizes.

	Per 10 Each	Per 100 Each
1 1/2 to 2-in. cal., B&B	\$10.00	\$9.00
8 to 10 ft., 1 1/4 to 1 1/2-in. cal., B&B	9.00	8.00
6 to 8 ft., B&B	6.50	6.00
5 to 6 ft., B&B	4.50	4.00

Some larger sizes available as well as bare-root trees. Inquire for prices.

### SPECIAL OFFER OF PIN OAKS

Root-pruned, field-grown trees at low prices. Nice straight trunks; ideal for canning or potting and perfect for lining out to gain time in producing landscape specimens.

Height	Minimum cal.	Per 10	Per 100
6 to 8 ft.	1 in.	\$17.50	\$150.00
5 to 6 ft.	3/4 ins.	11.50	100.00
4 to 5 ft.	5/8 ins.	8.50	75.00

Write for complete wholesale price list.

## WILLIS NURSERY CO.

"Your Wholesale Nurserymen"  
Ottawa, Kan.

## ENGLISH IVY

from 2 1/4-in. pots.

Per 100	Per 1000
\$10.00	\$90.00

Ready for immediate delivery.

Write for Complete List of Other Plants

## R. H. MURPHEY'S SONS CO.

Phone 3-4211

Urbana, Ohio

### A NEW EXTRA-HARDY SHASTA DAISY BORDER QUEEN

For the first time a really hardy Shasta daisy. Large double fluffy frilled-type flowers bloom prolifically on 12-in. stems. Developed in Lake County, Ohio, this Shasta will withstand adverse conditions and still produce flowers abundantly.

\$4.50 per 10      \$40.00 per 100

**KINGWOOD NURSERIES**  
Mentor, Ohio

## ROSES

Quality and Service

**MENTOR  
ROSE GROWERS, INC.**  
445 Little Mountain Rd.  
Mentor, Ohio

are questions heard whenever nurserymen get together these days.

These questions and the problems I shall enumerate next are the kind that have come up the past three years in the management institutes sponsored in co-operation with Syracuse University and this past year with the University of California. In these week-long institutes, junior executives and nursery managers have concentrated on marketing, financial and other related management problems. When those attending the 1960 introductory course at Syracuse University's Sagamore conference center were asked what subjects they would recommend for next year, marketing, advertising and salesmanship received two-thirds of the votes of the group. The nursery industry is becoming increasingly aware of the need for marketing research, if it is to advance.

### Needed Studies

These institutes made those attending acutely aware that the industry has marketing problems. The trade needs studies to pinpoint these problems and indicate the direction for further investigations. It wants to know whether or not mass merchandising may actually turn out to be a blessing in disguise. Perhaps this is an effective means of introducing more people to the plant-growing habit or hobby. Is it possible that from such an introduction growers can encourage consumers to progress from the common plants to the rarer and distinctive plants, much as an amateur photographer progresses from a simple type of camera to a complex, specialized one? How important are price and impulse buying to the mass merchandising of nursery plant materials? How important are these same factors in a conventional retail nursery salesyard?

The industry needs consumer acceptance studies. Such studies should indicate how different plant types can best be marketed. For example, does the consumer prefer to purchase plants as B&B stock or container grown? Perhaps he prefers packaged or even bare-root plants. Also the trade needs to know if educational programs are required to gain consumer acceptance of a particular method of marketing or of a particular method of packaging. For example, why should not the marketing season for much container-grown stock be spread out over six months instead of six to eight weeks in the spring and possibly four weeks in the fall?

More studies like the New Jersey study which indicated how home-

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**Phone: MAYfair 1-3325**

**Pioneering Seedling Growers on  
the Pacific Coast Since 1914**

***Specializing in Fruit Tree Seedlings,  
Shade and Flowering Trees***

**French and  
Domestic Apple Seedlings,**  
Str. and Br.

**Bartlett Pear Seedlings,**  
Str. and Br.

**French Pear Seedlings,**  
Str. and Br.

**Calleryana Pear Seedlings,**  
Str.

**Manchu Cherry Seedlings**  
(*Prunus tomentosa*)

**Mahaleb Cherry Seedlings**

**Mazzard Cherry Seedlings**

**Myrobalan Plum Seedlings**

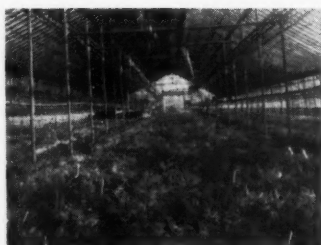
**American Plum Seedlings**

**Angers Rooted Quince  
Cuttings**

**Combination carloads to eastern distributing points.**

**John Holmason & Sons**

**Props.**



See Classified Ad  
Under Lining-Out Stock

### McININCH GREENHOUSES

St. Joseph, Mo.

### GROW BLACKBERRIES

**EBONY KING and ELDORADO**  
(Select Strain)

Now you can be sure of a crop with plants grown free from sterility; no nonfruiting bushes. Nursery-grown stock. More information and prices on request. We invite commercial growers. 30 years of growing experience.

**KRIEGER'S WHOLESALE NURSERY**  
Bridgman, Michigan

### TOP-GRADE NURSERY STOCK

From Liners to Landscape  
See the classified columns  
for fall specials.

**DUGAN NURSERIES, INC.**  
Center St. Perry, Ohio

### HARDY IVY

English, Baltic (gracilis), Rochester, Sweetheart (238th St.), Stardust (Variegated Baltic), Wilson's.

**GILSON GARDENS**  
Perry, Ohio

owners went about landscaping, or if they did not landscape, why not, would be helpful.

Closely akin to that is the question of why homeowners in one area are willing even to go into debt for landscaping while only 30 or 40 miles away the desire to landscape may not be strong at all.

Studies are needed to indicate the best potential market areas for special types of plants; for example, foliage plants. What promotional effort is most effective in promoting special plants?

Other than trial and error, how does a nurseryman determine what means of promotion will be most effective for him? What factors should he consider?

How can the retail nurseryman best sell in the mass market?

With chain units now handling nursery products, the trade would like to know the income level of the people they are selling plants to and how the local nurseryman can more effectively supplement or even compete?

What information can the A.A.N. or the extension service of a university channel to nurserymen to help them with their marketing problems? The nurseryman needs more information on new marketing methods that are in the offing.

Where do people get information on planting? How important are catalogs, direct mail, newspapers, magazines, TV, radio, garden clubs, extension services, libraries, etc? What channels are the most effective in reaching the various segments of the market?

### Buyers' Income Groups

On the average, how much do householders in various income categories spend for nursery stock? Is one method of merchandising more effective than another in reaching a given income category?

Recently I read that approximately 75 per cent of the shopping for nursery products is done by women. Is this true? If this is so, can retail nurserymen more effectively promote and sell their products by changing the appeals being used in their advertising, in their sales talks and in their displays?

The nursery industry is quite sure that it is not reaching its potential in the market that exists today. It is seeking information to enable it to become more effective tomorrow when the market potential will be greater. The nursery industry recognizes that it has to change to meet the challenge of both trend and market.

## THE MEAD NURSERY

Rt. 3, Box 213

Oconomowoc, Wis.

Wholesale Growers  
of Landscape Stock

**French Lilacs**

**Flowering Crab Apples**

**Honey Locusts**

**Maples -- Willows**

**Canoe Birches**

**Euonymus Fortunei**

**Pfitzer Junipers**

Write for List

### EVERGREEN SEEDLINGS and TRANSPLANTS

For Fall and Spring Delivery

Per 1000

<b>Colorado Blue Spruce</b>	
4-yr., T., 7 to 14 ins.	\$75.00
4-yr., T., 4 to 7 ins.	50.00
<b>Norway Spruce</b>	
4-yr., T., 10 to 16 ins.	55.00
2-yr., S., 4 to 8 ins.	18.00
<b>White Spruce</b>	
4-yr., T., 10 to 16 ins.	49.00
4-yr., T., 5 to 9 ins.	32.00
<b>Black Hills Spruce</b>	
4-yr., T., 8 to 12 ins.	60.00
<b>Concolor Fir</b>	
4-yr., T., 5 to 10 ins.	85.00
4-yr., T., 3 to 5 ins.	50.00
<b>Blue Douglas Fir</b>	
4-yr., T., 7 to 12 ins.	50.00
4-yr., T., 5 to 7 ins.	40.00
<b>Gray Douglas Fir</b>	
4-yr., T., 12 to 20 ins.	60.00
4-yr., T., 8 to 12 ins.	45.00
2-yr., S., 4 to 8 ins.	18.00
<b>Balsam Fir</b>	
4-yr., T., 9 to 14 ins.	60.00
2-yr., S., 2 to 4 ins.	12.00
<b>Scotch Pine (Spanish Sierra or French Auvergne)</b>	
3-yr., T., 7 to 14 ins., 6 to 12 branches per plant	45.00
2-yr., S., 7 to 10 ins.	15.00
<b>Scotch Pine, nonyellowing</b>	
4-yr., T., 12 to 16 ins.	60.00
8 to 12 ins.	35.00
<b>Scotch Pine (Bavarian)</b>	
4-yr., T., 10 to 14 ins.	50.00
6 to 10 ins.	30.00
<b>Scotch Pine (Austrian Hills)</b>	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
<b>Austrian Pine</b>	
4-yr., T., 12 to 16 ins.	55.00
3-yr., T., 6 to 10 ins.	40.00
3-yr., T., 4 to 6 ins.	20.00

Full satisfaction guaranteed. All transplants are very heavily branched.

**W. S. YOE NURSERIES**  
Madison, Ohio



## 4 ON 1 Kolorama TREE ROSES

A glorious marvel of modern horticultural science. It's one of the most amazing rose developments in centuries. Perfect for framing a gateway or as a focal point for living room or patio windows. For formal or informal gardens, large or small . . . a conversation piece wherever planted.

### COMBINATION A

Eclipse, yellow • Texas Centennial, red  
Pink Radiance, pink • Condesa de Sastago, multicolor

### COMBINATION B

Charlotte Armstrong, rose-pink • President Hoover, bicolor

Texas Centennial, deep red • Mrs. Du Pont, yellow

### COMBINATION C

Charlotte Armstrong, rose-pink • Mme. Henri Guillot, bicolor

Ena Harkness, dark red • McGredy's Yellow, yellow

	Bare Root	Packaged
No. 1 grade . . . . .	\$3.35	\$3.65
No. 1 ½ grade . . . . .	2.85	3.15

Minimum Order: 15 Trees

We reserve the right to substitute 3-in-1 Tree Rose for 25c less per tree, unless order stipulates don't substitute.



Minimum order: 15 Trees. Add 25c per tree for prepaid shipments.

**\$2.25** ea., Bare Root

**2.50** ea., Packaged

## THE 5-ON-1 FRUIT COCKTAIL TREE

A mouth-watering array of fruit. 2 varieties of apricot, plum, peach and nectarine, all from one fabulous tree. Size, 4 to 5 ft., 9/16-in. cal.

## Regular TREE ROSES

### Packaged and Bare Root

Straight 36-in. Stems, Grafted, Well-Balanced

Please order 20 plants as minimum order. All roses shipped in well-balanced assortment of our choice unless ordered by specific color. Variety list below. 35c extra on patented plants.

F.O.B. L. A., CALIF.

Grade	Bare Root	Packaged
No. 1	\$2.50 ea.	\$2.65 ea.
No. 1 ½	2.00 ea.	2.15 ea.

### TREE ROSES PATENTED

Aztec, orange-red  
Buccaneer, yellow  
Carrousel, red  
Chrysler Imperial, red  
El Capitan, red  
Forty-Niner, multi

Heat Wave, red  
Tiffany, pink  
Helen Traubel, salmon  
Montezuma, orange-red  
Peace, yellow  
Pink Peace, pink

Queen Elizabeth, pink  
Sutter's Gold, yellow  
Starfire, red  
White Knight, white

### TREE ROSES NONPATENTED

Charlotte Armstrong, red  
Countess Vandal, salmon  
Crimson Glory, red  
Eclipse, yellow  
Etoile de Hollande, red

Floradora, orange-red  
J. Otto Thilo, rose  
K. A. Viktoria, white  
McGredy's Scarlet, scarlet  
Mrs. E. P. Thom, yellow

Picture, pink  
President Hoover, multi  
Red Talisman, red  
Talisman, multi  
Texas Centennial, red

5 Bare-Root Trees to Case

35 Packaged Trees to Case

Order in Units of 5 per Variety

# Nurserymen's Exchange

475 SIXTH STREET • SAN FRANCISCO 3, CALIF.

## BERRYHILL'S

Heavy Transplants That Grow into Money Fast.  
In Containers or in the Field These Large Liners Pay.



Our Block of TAXUS CUSPIDATA, 5-yr., Transplants

At the winter meetings in Indiana, Illinois, Ohio and Michigan, we will have samples of Taxus, Juniper, Arborvitae, Cotoneaster and Euonymus to show you.

See Lewis Bookwalter or Frank Turner

**BERRYHILL NURSERY CO.**

Box 696

Springfield, Ohio

### Specimen Landscape Materials Our Specialty... **TAXUS**



**W. A. NATORP CO.**

4400 READING ROAD  
CINCINNATI 29, OHIO

Visit our nurseries when in Cincinnati



### TAXUS

Send for complete price  
list now ready.

**EAGLE CREEK NURSERY CO.**  
New Augusta, Ind.

### EVERGREENS

Rooted Cuttings and Liners  
Please write for list.

**THE CRUMRINE NURSERY**  
Rt. 2 Alliance, Ohio

### Merry Christmas to All Our Friends in the Trade

**NEWPORT NURSERY CO.**

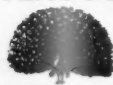
Newport, Mich.



### HARDY ENGLISH IVY, HARDY BALTIC IVY

Rooted cuttings for landscape planting.  
\$7.50 per 100; \$65.00 per 1000.  
Peat pots,  
\$18.00 per 100; \$150.00 per 1000.  
**BEARDSLEE NURSERY** Perry, Ohio

### PEACOCK NURSERIES



EVERGREENS  
SHADE TREES

Wholesale Growers  
Write for price list.

721 S. Cleveland-Musillon Rd., Akron, O.

charting their marketing course by a yesteryear's map. Needed is the help of the U.S.D.A. to bring the map up to date, indicating the new highways and byways, so that the industry can guide its 1961 production toward profitable sales to satisfied customers.

### ORGANIZATION PRINCIPLES

[Continued from page 16]

element—how quickly decisions must be made.

It was Mr. Williams' belief that the owner should decentralize management whenever possible. This frees his time to do more planning and co-ordinating. He should do what only he can do. Occasionally he will want to do things he does not have to perform, for purposes of morale. Whenever the owner does something that someone else could do, he is, in effect, paying himself for his time just as much as that job is worth. If it is a routine task, worth only \$1 to \$3 an hour, he is paying himself much lower wages than his time should be worth.

There is an important psychological factor which must be recognized. Many small businessmen do not wish to be a manager or boss, even while they hold such a position. This is certainly all right. They might be quite satisfied with the status quo and content to get along without exploiting their growth possibilities.

### Span of Control

The next concept is span of control. How many persons can one successfully supervise? There is no one answer. The number depends upon many factors, such as the structure of the business, its stability, training and the timing of decisions. Mr. Williams advocated having as many persons as possible report directly to the owner while still keeping maximum efficiency. This keeps levels at a minimum, preventing messages from getting distorted as they pass through lengthy chains of command. Keeping a minimum number of levels minimizes the opportunity for deadwood, that is, co-ordinators rather than producers. This note of caution was given: One cannot duplicate someone else's operation and be sure it will work for him. There will always be differences among operations, and these must be considered.

There is a grapevine in any organization of any size. That is the informal organization. It would be ideal if the formal and informal organizations were identical but this is usually not the case. The foreman may not be the real leader, good or

*you can't GROW wrong with*

**SOLUBLE FERTILIZER**

**HY-GRO<sup>®</sup>**

13-26-13\*

*Plus Secondary Elements*

**2-50 LB. BAGS**

**\$20**  
ONLY



Nurserymen! Now, you can buy HY-GRO soluble plant food in special bulk packages . . . two 50 pound bags for only \$20.00.

Developed by professionals at Rutgers University and used by nurserymen for over twenty years, HY-GRO is chelated and completely compatible with insecticides. And it's so economical at this 100 lb. bulk price

Order today from your supplier. Or, send your check for \$20.00 direct to Plantabbs.

**13-26-13**  
**Analysis**



PLUS  
These Secondary  
Elements:

Copper  
Zinc  
Magnesium  
Boric Acid  
Manganese  
Iron  
Molybdenum



**PLANTABBS CORP.**

Dept. 12 • Baltimore 1, Maryland

Gentlemen:

Please send me two 50 lb. bags of HY-GRO Soluble Fertilizer.

- ☐ Enclosed is my check for \$20.  
☐ Please ship to me C. O. D.

Name.....

Address.....

City.....Zone.....State.....

My Supplier is.....

# LINING-OUT STOCK

## Spring, 1961

Field Grown to Obtain Heavy-Calipered, Straight Seedlings

### ORNAMENTAL AND SHADE TREE SEEDLINGS

<b>ASH, Green</b>	100	1000
6 to 12 ins. ....	1.80	\$ 15.00
12 to 18 ins. ....	2.60	22.00
18 to 24 ins. ....	3.50	30.00
2 to 3 ft. ....	4.50	40.00
<b>CATALPA speciosa</b>		
6 to 12 ins. ....	1.80	15.00
12 to 18 ins. ....	2.60	22.00
18 to 24 ins. ....	3.50	30.00
2 to 3 ft. ....	4.50	40.00
3 to 4 ft. ....	5.50	50.00
<b>ELM, Chinese</b>		
6 to 12 ins. ....	1.80	15.00
12 to 18 ins. ....	2.60	22.00
18 to 24 ins. ....	3.50	30.00
2 to 3 ft. ....	4.50	40.00
3 to 4 ft. ....	5.50	65.00
<b>HACKBERRY (Celtis occidentalis)</b>		
6 to 12 ins. ....	1.80	15.00
12 to 18 ins. ....	2.90	25.00
18 to 24 ins. ....	4.50	40.00
2 to 3 ft. ....	7.00	60.00
<b>HONEY LOCUST, Thornless</b>		
6 to 12 ins. ....	1.90	16.00
12 to 18 ins. ....	2.60	22.00
18 to 24 ins. ....	3.30	33.00
2 to 3 ft. ....	5.00	45.00
3 to 4 ft. ....	8.50	75.00
4 to 5 ft. ....	14.00	120.00
5/8 to 3/4-in. cal., for budding understock		27.00
<b>KOELREUTERIA panieniana</b>		
9 to 12 ins. ....	9.00	80.00
12 to 18 ins. ....	12.00	100.00
<b>LIQUIDAMBAR styraciflua</b>		
6 to 12 ins. ....	10.00	70.00
12 to 18 ins. ....	12.00	100.00
<b>MAPLE, Silver</b>		
6 to 12 ins. ....	2.40	20.00
12 to 18 ins. ....	3.20	28.00
18 to 24 ins. ....	4.50	40.00
2 to 3 ft. ....	7.00	60.00
3 to 4 ft. ....	10.00	90.00
4 to 5 ft., whips and lightly br. ....	16.00	140.00
5 to 6 ft., whips and lightly br. ....	20.00	175.00
6 to 8 ft., whips and lightly br. ....	25.00	
*5 to 6 ft. ....	50.00	
*6 to 8 ft. ....	75.00	
*Well-branched, straight, good for cash sales		
<b>RUSSIAN MULBERRY</b>		
6 to 12 ins. ....	1.80	15.00
12 to 18 ins. ....	2.60	22.00
18 to 24 ins. ....	3.50	30.00
2 to 3 ft. ....	4.50	40.00
3 to 4 ft. ....	5.50	50.00
<b>OAK, Burr</b>		
6 to 12 ins. ....	5.50	50.00
12 to 18 ins. ....	8.00	75.00
18 to 24 ins. ....	12.00	100.00
4 to 5 ft. ....	28.00	240.00
5 to 6 ft. ....	35.00	300.00

<b>OAK, Pin</b>	100	1000
6 to 12 ins. ....	6.00	\$ 55.00
12 to 18 ins. ....	8.00	75.00
18 to 24 ins. ....	12.00	100.00
2 to 3 ft. ....	17.00	140.00
8 to 4 ft., whips and lightly br. ....	22.00	180.00
4 to 5 ft., whips and lightly br. ....	28.00	240.00
*4 to 5 ft. ....	75.00	
*Well-branched, straight, good for cash sales		
<b>OAK, Red</b>		
6 to 12 ins. ....	6.50	60.00
12 to 18 ins. ....	9.00	80.00
18 to 24 ins. ....	12.00	100.00
2 to 3 ft. ....	17.00	140.00
<b>OAK, Yellow Chestnut</b>		
6 to 12 ins. ....	9.00	80.00
12 to 18 ins. ....	12.00	100.00
18 to 24 ins. ....	17.00	140.00
<b>FRUNUS besseyi</b>		
6 to 12 ins. ....	2.50	22.00
12 to 18 ins. ....	3.50	30.00
18 to 24 ins. ....	5.50	50.00
2 to 3 ft. ....	8.00	75.00
<b>ROSA multiflora</b>		
1/2-in. cal. and up	5.00	45.00
3/8 to 1/2-in. cal.	4.00	35.00
2/8 to 3/8-in. cal.	2.70	22.00
<b>ROSA wichuriana</b>		
6 to 8 in. ....	7.00	50.00
8 to 12 ins. ....	9.00	60.00
<b>RUSSIAN OLIVE</b>		
6 to 12 ins. ....	2.20	20.00
12 to 18 ins. ....	3.30	30.00
18 to 24 ins. ....	5.00	45.00
2 to 3 ft. ....	7.50	65.00
3 to 4 ft. ....	8.50	80.00
<b>VIBURNUM dentatum</b>		
6 to 9 ins. ....	7.00	65.00
9 to 12 ins. ....	8.50	80.00
12 to 18 ins. ....	12.00	100.00
18 to 24 ins. ....	16.00	140.00

### FRUIT TREE SEEDLINGS

<b>APPLE SEEDLINGS, heavy grade</b>	100	1000
1/2-in. cal. and up, br. \$	5.20	\$ 42.00
No. 1, 3/8 to 1/2-in. cal., straight	5.20	42.00
Special grade, 3/8-in. cal. and up, straight collar, short roots. Ideal for whole root grafting.	4.00	30.00
No. 2, 2/8 to 3/8-in. cal., straight	4.00	30.00
No. 3, about 2/8-in. cal.	3.20	22.00
<b>PEAR SEEDLINGS, calleryana</b>		
1/2-in. cal. and up	6.00	55.00
No. 1, 3/8 to 1/2-in. cal.	5.50	50.00
No. 2, 2/8 to 3/8-in. cal.	5.00	45.00
No. 3, about 2/8-in. cal.	4.50	40.00

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American Nurseryman

Chicago 4

bad, of his crew. There may be someone else to whom the workers turn. That person may be the one really to help or hurt the owner in a tight situation. Maybe he cannot be made the foreman, for a number of reasons, but the owner should know the true situation. The grapevine cannot be stamped out, so one should use it. Perhaps the owner's secretary can be in on it and assist one to counteract activities. Also one can start his own rumors and actually disseminate important information this way.

### Decision Making

Mr. Williams' concluding remarks were devoted to the crucial area of decision making. He outlined five steps in this process:

(1) Always bear in mind the major mission, such as making a profit, plant expansion, etc. Get all the facts about the matter and do not jump to conclusions.

(2) Determine the management issues. This most important step is often omitted. For instance, it is not just a question of who started a fight, but, is there a management issue involved?—something that can affect the operation of the business?

(3) Decide the key issue. Finding the strategic problem is harder than finding a solution. One should ask himself if he solves this one, will the other issues fall into line?

(4) What are the alternatives? List them. This step is often also neglected.

(5) Select the best alternative in line with the mission.

One should not put off making decisions. However, every decision has a time in which it must be made. Mr. Williams advised taking all the time possible before making a decision. Thoughts may clear or new facts may have influence. One may cheat himself by taking less time than he actually has. This idea is not to be confused with putting off a decision, after the appropriate time has elapsed.

For those who wanted to pursue further the subjects mentioned here, Mr. Williams recommended "Principles of Organization," by Koontz and O'Donnell. For lighter, yet worthwhile reading, he suggested the current best sellers, "Parkinson's Law" and "The Organization Man."

ADDED to the Krummel Nursery, Carthage, Mo., recently was a new lath house of 1,600 square feet.

STARTING the Mexico Nursery Co., 435 South Western avenue, Mexico, Mo., is Shannon Roberts.



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**Fuel costs are amazingly low**—as much as 50 per cent less than for comparable tractors with carbureted engines. Dollar-a-day fuel costs are common.

**The 4-cylinder engine starts direct, simply and easily**, on Diesel fuel. Individual glow plugs in pre-combustion chambers assure fast, sure starting in any weather.

No second fuel or other complicated starting aids are necessary.

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\*Maximum engine hp at standard conditions



## INTERNATIONAL HARVESTER

# THIS BUSINESS OF OURS

*Reflections on the Problems of Nurserymen*

*By E. Sam Hemming*

## LATE FEEDING OF PLANTS

A young nurseryman visiting Eastern Shore Nurseries, Inc., saw workers in the process of applying fertilizer to plants in the rows in August. He asked, "Aren't you afraid of stimulating late growth?" Knowing he had recently attended the same school I had some years ago, I said, "Are they still teaching that? I do not believe it is a vital fear."

He thought there should be some scientific tests made to establish an agreement one way or another. Naturally, I could not take the time nor am I in a position to make scientific tests, but I did resolve to observe the plants closely.

It has been my theory that plants, in general, know when to grow and when to stop and that fertilizer in itself will not break dormancy nor force plants to grow when cold weather and reduced light tell them to stop; also, that normally fertile soil will cause plants to make late growth if they are so inclined. Plants that tend to make late growth are those moved from mild to cooler climates. Plants that are injured by an unseasonal freeze are injured regardless of the late feeding. It is also questionable whether a vigorously growing plant is injured more quickly than one slightly starved.

## Boxwood Response

I have also noted that on English boxwood, late shoots may be frozen while the rest of the plant will remain in superb condition and make a better looking plant than those needing feeding. When injury does come in the east, it is usually from an unseasonal, dry, cold, northwest wind, with a temperature drop to 15 degrees Fahrenheit occurring early in the fall. If plants are not subjected to one of these spells, then later damage must come from causes unrelated to feeding. I have noted, for instance, that periods of humid weather in February will increase the turgidity in box leaves so that when they do freeze, they look like balls. Even these plants are less likely to be damaged under these conditions than when they are subjected to a dry, freezing wind.

This fall has been a mild one; there was a light frost October 21, a heavy frost about four days later

and a mild freeze (28 degrees F.) on November 1. This article is being written November 14, and I will discuss some of my observations on the late growth of plants.

As I expected, some plants made no late growth at all; with young sugar maples and willow oaks (one to three feet) growing side by side, the sugar maples grew not at all while the willow oaks had soft tender growth when the first light frost came and they immediately hardened off without injury.

## Privet Uninjured

The wax-leaved privet is a notoriously tender plant; my firm lined out some potted ones last summer, and in middle to late September they were full of soft tender new growth which was just beginning to harden on some plants while on others new growth was still being made when frost came. No injury occurred that

could even be detected with a razor cut of the tip. These plants even seemed to continue their growth after the frost, but have since stopped.

In another block Swedish juniper; globe arborvitae; julianae barberry, and Scotch, white and Japanese black pine were growing. Only the Swedish juniper and julianae barberry made late growth, with the former growing until November 1. The leaves of the julianae barberry are still red and tiny on the tips, showing they have not matured, but there is no injury.

The only injury found at all in the nursery was on the tips of shoots of Berberis sargentiana where the plants had sent up 2-foot long red shoots from the base in October. Even these continued to mature afterwards.

Some plants tend to make a rapid late growth which matures rapidly; Ilex rotundifolia is one of these. Other plants that were growing even as late as frost with continued maturing of the leaves and wood were Photinia serrulata, Nandina domestica, Ilex aquifolium wilsoni, Ilex Nellie R. Stevens, Cedrus deodara and Magnolia grandiflora.

Nothing I have observed this fall

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Heavy 18 to 24-in. plants, \$50.00 per 100

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With Whalehide Pots, plants are started, grown and sold in the same pot, above-ground, ready for sale, any month of the year. When placed underground, Whalehide Pots completely disintegrate; so plants are never removed from the pots . . . roots are never disturbed. From start to finish, plants are never set back. Orders over \$250.00 freight prepaid anywhere in the U.S.A.

**LIGHT, DURABLE and TOUGH. YET THEY COMPLETELY DISINTEGRATE WHEN PLANTED WITH THE PLANT.**

Made from reinforced vegetable fiber with nitrogen added, differing radically from the conventional metal and clay pots, the insulation qualities of Whalehide Pots help to protect your plants against heat and cold . . . keep their roots cool and moist longer. With normal use and watering the **Grow Pot** type (heavy weight) will last from 9 to 15 months aboveground . . . the **Propagating Pot** (medium weight) from 3 to 4 months. Openings in bottom insure adequate drainage and root development.

**60 to 80 PER CENT MORE PRODUCTION PER ACRE. LESS WEEDING . . . LESS WATERING . . . LESS SPRAYING . . . LESS EVERYTHING**

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**Think of it!** No more bedding out . . . no transplanting . . . no more tedious weeding . . . no digging up and baling and wrapping, with the inevitable plant setbacks and danger. From start to finish your plants are started, grown and sold in the same pot, aboveground.

**NESTED, COMPLETELY ASSEMBLED, READY FOR USE**

Conveniently nested, they require minimum storage space . . . are always ready for immediate use.

**POOR SOIL, NO HANDICAP**

Yes! With Whalehide Pots you can grow the finest plants anywhere . . . on gravel, sawdust, sand. All it takes is good topsoil in the containers.

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The Imperial Tobacco Co. alone uses over a million pots per year continuously. The tea and coffee plantation owners of India, leading nurserymen in England, Scotland, Ireland, Europe and other areas use many millions every year. Whalehide Pots have been the favorite for years. Made by one of England's foremost plant container firms, with over 20 years of proven experience.

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	Size across top.	Per 1000
Whalehide Transport Pots (light)	2 1/4 -in., with bottom . . . . .	\$ 5.50
	3 -in., with bottom . . . . .	6.95
	3 1/2 -in., with bottom . . . . .	8.25
Whalehide Propagating Pots (medium), green or black	2 1/4 -in., with bottom . . . . .	7.25
	3 -in., with bottom . . . . .	7.75
	3 1/2 -in., with bottom . . . . .	9.55
	5 -in., with bottom . . . . .	13.75
	6 1/4 -in., with bottom . . . . .	18.75
Whalehide Grow Pots (heavy), red	3 -in., with bottom . . . . .	26.25
	3 1/2 -in., with bottom . . . . .	28.75
	4 1/4 -in., with bottom . . . . .	32.50
	5 -in., with bottom . . . . .	37.50
	6 1/4 -in., with bottom . . . . .	42.50
	7 1/2 -in., with bottom . . . . .	47.50
	9 -in., with bottom . . . . .	62.75
	9 1/2 -in., with bottom . . . . .	68.75
	7 1/2 -in., without bottom . . . . .	37.50
	9 -in., without bottom . . . . .	46.75
	9 1/2 -in., without bottom . . . . .	52.50
	10 -in., reinforced bottom . . . . .	now in production
	12 -in., reinforced bottom . . . . .	

Special, 1 1/4 x 2 1/4 -in., without bottom (medium) . . . . . 4.75

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Spring, 1961

	50 or more per 100	500 or more per 1000	5000 or more per 1000
<i>Taxus cuspidata capitata</i> (Upright Yew), seed-grown			
X, 10 to 14 ins.	\$30.00	\$225.00	\$210.00
X, 6 to 10 ins.	22.50	165.00	150.00
(3-0), 4 to 8 ins.	9.00	75.00	65.00
<i>Taxus</i> , 3-yr. T.			
Media hicksi, 10 to 12 ins.	45.00	400.00	....
Media hatfieldi, 10 to 12 ins.	45.00	400.00	....
Media browni, 6 to 8 ins.	45.00	400.00	....
Densiformis, 6 to 8 ins.	45.00	400.00	....
Pfitzer Juniper			
X, 8 to 10 ins.	35.00	....	....
Colorado Blue Spruce			
XX, 10 to 15 ins.	65.00	600.00	....
X, 10 to 14 ins.	18.00	135.00	125.00
X, 6 to 10 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.50	32.00	30.00
White Spruce			
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Black Hills Spruce			
(3-1), 5 to 10 ins.	10.00	60.00	....
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Norway Spruce			
X, 8 to 12 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
Understocks, 5/16-in. cal. and up	12.00	75.00	....
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Ponderosa Pine			
X, 12 to 15 ins.	10.00	60.00	....
X, 8 to 12 ins.	8.00	45.00	40.00
Austrian Pine			
X, 10 to 15 ins.	10.00	55.00	....
X, 6 to 10 ins.	8.00	40.00	38.00
White Pine			
XX, 12 to 15 ins.	35.00	....	....
Norway Pine			
XX, 15 to 18 ins.	40.00	....	....
XX, 12 to 15 ins.	30.00	....	....
Riga Scotch Pine (Poland)			
XX, 15 to 18 ins.	40.00	....	....
XX, 12 to 15 ins.	30.00	....	....
Scotch Pine, Auvergne			
XX, 15 to 18 ins.	40.00	....	....
XX, 12 to 15 ins.	30.00	....	....
(2-1), 3 to 6 ins.	8.00	32.00	28.00
(3-0), 10 to 16 ins.	6.00	26.00	22.00
(3-0), 6 to 16 ins.	6.00	23.00	19.00
(3-0), 6 to 10 ins.	6.00	20.00	16.00
Douglas Fir ( <i>Taxifolia glauca</i> )			
(2-1), 5 to 10 ins.	8.00	35.00	32.50
(3-0), 8 to 12 ins.	8.00	35.00	32.50
(3-0), 4 to 12 ins.	7.00	30.00	27.50
(3-0), 4 to 8 ins.	6.00	27.50	25.00

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Order minimum \$10.00, transplants 10, seedlings 50.

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6 to 8 ft.	\$ 65.00	\$ 600.00
8 to 10 ft.	85.00	800.00
1½ to 2-in. cal.	110.00	1000.00
2 to 2½-in. cal.	150.00	1400.00

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Taxus—Pyracantha—Cotoneaster  
Shumard Oak Seedlings  
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Potted Evergreens

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would deter me from giving plants a late feeding if I thought they needed it for vegetative growth. This does not imply that withholding feeding may be desirable to affect flowering and fruiting.

### TROPICS AT CHICAGO

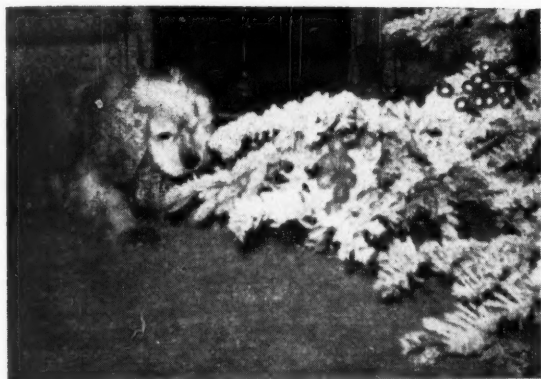
McCormick Place, Chicago's new \$35 million lake front exposition center, opened to the public November 19 with the 1960 modern living home and flower show, in which a tropical garden was a spectacular feature. At one end of the huge auditorium and facing the entrance, this planting covered about three fourths of an acre and was designed as a concourse, to be walked through for inspection of individual plant specimens.

Six trucks brought a major part of the material to Chicago from Florida, the southern supply including many large palms and a great variety of foliage plants, both shrubs and ground covers. About 5,000 different plants appeared in the garden, according to George Noer, garden show director. Five pools, eight fountains and a waterfall added interest and opportunities for the landscape planners to create special plantings to attract visitors' eyes from any approach to the garden. Color was added to the borders and other areas in the setting by massed chrysanthemum plants and orchid groups.

In the broad aisles of the building along two sides of the garden, member clubs of the Garden Club of Illinois set up numerous competitive displays of table settings; mantle decorations; door and wall swags; Christmas trees, and patio effects heralding the holidays, along with house plants. These classes were to be repeated in three separate showings by different club groups.

Of horticultural interest in the home features section were five model homes that were landscaped. Three of the homes, constructed full size by the Home Builders' Association of Chicagoland, were given foundation and doorway plantings and were set in extensive lawn areas with evergreen specimens. Leonard Hammerstone, Rite Nursery Service Co., Crystal Lake, carried out much of the planting for this part of the show. Warren's Turf Nursery, Palos Park, supplied the turf used in the landscape work and tropical setting and for a green island display near the entrance area.

SUNSET GARDENS has been organized by Mr. and Mrs. A. Ditson Martin to grow perennials for retail sales at Edmonds, Wash.



## I'm For Christmas

**T**here must be something meant for me

**O**n such a lovely Christmas tree!

**P**erhaps a toy, a ball, a bone,

**S**anta marked for Shaddo's own!

**I**'m sure I must be getting close —

**N**ow where would it be, do you suppose?

**R**each up and search the higher  
branches

**O**h come now, Shaddo, take your  
chances.

**S**tand up tall and I may see, an

**E**xtra special treat for me,

**S**omewhere on this Christmas tree!

*Shaddo*

*This just proves Christmas is for everyone, and we  
all join Shaddo in wishing all of YOU a very*

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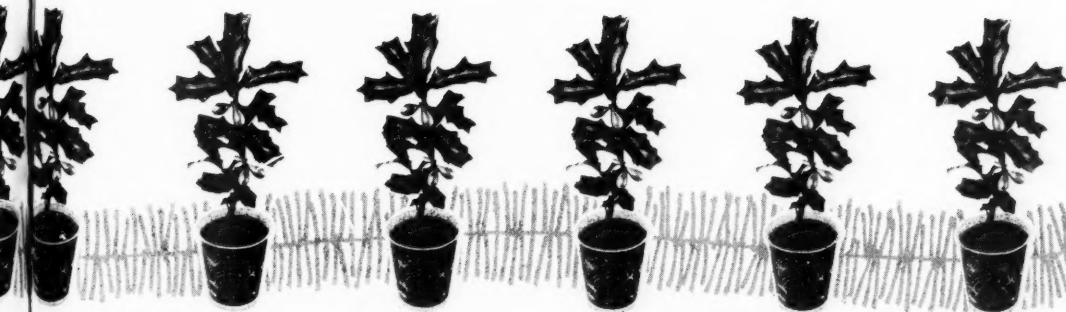
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## BOOK REVIEWS

### HOME GROUNDS

From the title, the sketchy presentation of the material and the frequent citations of experiment station bulletins, "Approved Practices in Beautifying the Home Grounds" seems to have been compiled from the many bulletins relating to the home grounds, their planting and care which have been issued by the various state stations over the years. The author of this book of 271 pages, with 110 illustrations, is Norman J. Hoover, assistant professor of agricultural education at the Pennsylvania State University. The present 1959 edition comes from Interstate Printers & Publishers, Inc., Danville, Ill., and the price is \$4.

### EUROPEAN GARDENS

"Gardens of Western Europe" is the latest handbook in the series published by the Brooklyn Botanic Garden, available for \$1 from the garden. It is an up-to-date guide to the most noteworthy private gardens, parks, botanic gardens and nurseries open to visitors abroad. Of 96 pages, 6x9 inches, the booklet contains 148 halftone illustrations from photographs, many by the editor, Frederick G. Mayer, a botanist with the United States Department of Agriculture, who visited most of the gardens in the past few years. Several hundred places are included, many being commercial establishments.

### SOIL FOR FRUIT TREES

While occasional references are made to commercial operations, the English author of "Fruit Trees and the Soil" directs his discussion to the smaller orchards and home plantings found in Great Britain, rather than the extensive fruit acreages in America. D. Macer Wright devotes this 118-page book, just published by Faber & Faber, London, at 16 shillings, to the maintenance of proper soil conditions for fruit trees. He first treats soil life, types and structures. In his discussion of fruit requirements, he covers both organic and inorganic fertilizers with an unbiased attitude toward the merits of both. Then he goes into the various aspects of soil management, from an explanation of root action and water requirements to the merits of clean cultivation, cover crops and grass

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planting. The book is directed at a general understanding of the problems involved, rather than any precise instructions.

#### PEST CONTROL RESEARCH

Research workers and others concerned with the broad aspects of the field will be most interested in the new book, "Chemical and Natural Control of Pests," by E. R. de Ong, who established the University of California's insecticide laboratory. Just published by the Reinhold Publishing Corp., at \$7.50, this 244-page book discusses the natural control of pests, by parasites, predators, diseases and resistance. The greater part of the book is given over to the chemical control of insects, diseases, weeds

and rodents, according to types of pesticides, crops and types of pests.

#### CYCLOPEDIA OF GARDENING

For present-day gardeners, the older work of the late Walter P. Wright has been revised by Stanley B. Whitehead to provide the "Encyclopedia of Gardening" recently published in Great Britain and now offered by Charles G. Branford Co. in this country at \$5.

It is a handy book of 789 thin pages, presenting in two columns alphabetical treatment of garden plants and the topics, words and phrases of current gardening. The space devoted to each plant or topic depends upon its gardening importance, of course, and as the presenta-

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Gardens

tion is quite concise, the number of entries is great. As a handy dictionary for the desk or library, for easy consultation, this is a relatively inexpensive and quite useful volume.

### BEST OF REDOUTE'S ROSES

The fame of Pierre-Joseph Redoute's celebrated paintings of roses has been such that reproductions of some of the best of them have appeared numerous times since his work first was published in France in 1824 to 1830. The latest and one of the finest publications contains 29 of the rose paintings in excellent color, selected and introduced by Eva Mannering. This Studio book was published in London in 1959 from plates made and printed in Germany, with text printed in Great Britain. This year it is issued by the Viking Press in this country, at \$10.

Printed on heavy paper, with four pages of introduction and 10 pages of the text description, the 29 rose pictures appear one to a page, 12x18 inches. The handsome light gray linen binding bears only the title stamped in gold.

Redoute painted most of the 250 species of roses which the Empress Josephine assembled in the garden of Malmaison, and his work was a monument to the empress, to the garden and to the roses.

### SELF-SERVICE

The extent to which customer self-service is prevalent among florists and nurserymen in this country and in some countries of Europe is portrayed in a book just published at Aachen, Germany, by Dr. Rudolf Georgi, at 19.80 DM in cardboard covers and 22.80 DM in cloth. The material to fill the 280 pages, 6½x9½ inches, with 641 illustrations, was gathered over several years by Gerhard Klette, editor of the Deutsche Gartnerbörse, and represents a great amount of industry and effort on his part.

Titled "Selbstbedienungim Gartenbau" (Self-Service in Horticulture), the book is entirely in German. The first portion includes brief descriptions, most of them illustrated, of nearly 100 nurseries and florists' establishments which indicate some element of self-service. Some of them provide facilities for thorough self-service for customers, while others furnish plants in packages or containers which make such service possible. Of the total number, nearly half are located in the United States, a few in Canada and the rest in Germany and nearby European coun-



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tries. The illustrations are frequently small and do not convey the detail that might be desired by the uninitiated, but they convey the various forms and ideas devised for self-service in this industry.

A shorter section presents interviews and lengthy articles about self-service. A further section groups illustrations showing examples of garden center architecture, interiors, equipment, merchandise, etc., while a short final section discusses container plants.

American readers are probably familiar with this subject through the numerous articles published in recent years in the American Nurseryman and Florists' Review about garden centers and florists' establishments where some type of self-service has been initiated, and in the reprinted book on "Operating a Garden Center," but the accumulation of this much material, even though the text is in a foreign language, between the covers of one book cannot but be impressive.

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## PLANT NOTES HERE AND THERE

By C. W. Wood

### Papaver Atlanticum

Of the uncounted number of poppies which inhabit the country on both sides of the Mediterranean and on eastward into central Asia, *Papaver atlanticum* (*P. rupifragum atlanticum*, according to some authors) would be one of my favorites if it were a little hardier. I had not seen one of these plants for several years until its lively orange flowers commenced to appear in a shrub border where none had ever been, so far as I can remember. The pleasure they brought all summer prompted this note.

The plant is a true perennial, lasting for years in more temperate climates than this northern one, sending up, from a tuft of strap-shaped, toothed, evergreen, silvery leaves, a succession of hairy stems to two feet in height. It seems not at all particular as to soil or location, doing well in sun or part shade and in rich soil or poor. It comes from Morocco, it is said, which probably accounts for its inability to stand the climate here.

### Small Sea Lavenders

If I knew how hardy the different limoniums (*statice* of gardens) really are in different parts of the country, it would make it easier to write this note. Most of my experience with them, except the ubiquitous *L. latifolium*, has been in northern Michigan, where the snow usually stays late, and here I expect them to be fully winter hardy, though they sometimes lose much of their foliage if the snow departs too soon. Anyway, they are worthy of trial in all parts of the country, especially if one has rock gardeners among his customers.

They are similar in habit of growth, making a pretty rosette of leaves of various patterns, from spatulate to lyrate-pinnatifid, usually deep green in color, but taking on bright red and bronze shades after cold weather comes to the north; in a few species, the leaves are hoary, adding another charm to an otherwise charming race. The typical inflorescence is a loose spray of minute flowers, and it will be present in most of the kinds one is likely to find, the flower color varying from species to species and within the species, until

names mean little to a gardener. In fact, the names which will be mentioned later will be more of a guide to different types than to fixed species. The types I know require a light soil and sunshine.

The smallest that I have seen is *L. minutum*, which rarely exceeds three or four inches, with intriguing little flowers made up of a reddish-lilac and whitish calyx. The plant now generally known as *L. belidifolium*, which was formerly called *Statice caspia*, is similar, except that the corolla is pale lilac. One would scarcely need both. One sees *L. auriculaefolium* and *L. binervosum* mentioned in seed lists as representing two distinct plants; there is no difference between them,

so far as I can see in specimens that have been in my trials. The plant is a charming thing, with spoon-shaped leaves and sprays of pale purple flowers to 10 inches in height. If one can obtain true *L. gougetianum* and finds the little Italian is hardy in this climate, he will have another small charmer of four or five inches with lavender flowers. Unfortunately, there is a 10-inch imposter masquerading under that name. A name is of less consequence, however, to a gardener than the behavior and end effect of the plant which the name represents.

### Gray-Leaved Cinquefoils

As I have had several inquiries lately about *Potentilla cinerea*, P.

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caulescens and *P. nitida*, all gray-leaved plants, it has come to my mind that a few words on the gray and silvery ones in general may be helpful to others. So I shall try to point out a few kinds which have made a good impression in my trials, taking them alphabetically rather than in order of preference.

Potentilla alba is sometimes spoken of in the literature as being somewhat commonplace, but its tufts of 5-parted leaves, silvery beneath, and long (mostly throughout the summer) production of white flowers, to an inch across, means a good garden plant to me. That is especially true, considering that it is no trouble at all, doing well and spreading conservatively in any ordinary garden soil. It grows to eight inches or so high.

Far better, though, from the point of beauty is *P. alchemilloides*, with leaves up to 7-parted, silky all over and white-silky beneath—a lovely object at all stages of growth and especially so when it is displaying its lovely, pure white flowers in clusters all summer, showing well above the foliage, on stems to a foot in length. The flowers are close to an inch and a half across. It all makes a plant of great garden value, one which I am sure all neighborhood growers would be glad to sell their customers and, in turn, they would be delighted to have. Although from the Pyrenees, it was hardy here in northern Michigan and probably would be in all except the coldest sections.

It has been so long since I have seen *P. apennina* that I have difficulty placing it in my memory, but I do seem to remember it as a lovely silver-plated little thing of great beauty, not over two or three inches tall, with generally white, though sometimes yellow, flowers in summer, and I have seen pink mentioned. Although an alpine, it is of perfectly easy culture in the garden and was hardy, according to my notes.

I had a cinquefoil once, under the label of *P. lanuginosa*, and should like to see it again. It was a shrubby little thing of a foot or more, with twisted branches clothed in the loveliest silky wool imaginable, and big golden suns in late summer. I do not find it listed anywhere at present and mention it with the thought that it would be something worthwhile to look for.

The loveliest of all the silvered cinquefoils, in my opinion, is that inhabitant of the high Alps, *P. nitida*, where it is found growing in limestone soil, usually jammed tightly between rocks. It must be a lovely sight then, when, in meager soil, it pro-

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Jonathan, double red	Stayman, double red	Yellow Delicious	
Northwestern Greening	Williams Early Red	Yellow Transparent	

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2-yr., 4 to 6 ft., br.....	\$16.00	\$145.00
2-yr., 3 to 4 ft., br.....	14.00	125.00
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Stayman, double red	Yellow Delicious	

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4 to 5 ft., 9/16-in. cal.....	6.00	50.00	450.00
3 to 4 ft., 7/16-in. cal.....	5.00	40.00	350.00
Belle of Georgia Elberta	J. H. Hale	Redhaven	Shipper's Red
Blake	Early-Red-Fre	Redskin	Summercrest
Coronet	Golden Jubilee	Rich Haven	Sunhaven
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Mo., Yr., date rooted BG—bed-grown  
RC—rooted cutting C—cuttings  
Field—field-grown S—seedlings

Arboretum—See Thuja

**Berberis Crimson Pygmy**—RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, 12c; light BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., 18c; heavy BG, liners, 5 to 9 ins., bushy, 25c; heavy BG, 3-yr., 9 to 12 ins., bushy, 40c.

**Berberis julianae**—The hardest evergreen barberry—C, rooted Aug. 59, 5 to 6 ins., 9c; C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, 15c.

**Berberis julianae nana**—Compact growth, darker green leaf, may be even hardier. RC, Aug. 60, 5 to 6 ins., 10c; C, rooted Aug. 59, ready for field, 8 ins. and up, but not branched, 17c.

**Berberis julianae pyramidalis**—RC, 20c.  
**Berberis mentenensis**—RC, Aug. 60, 5 to 6 ins., 7c; C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, 10c.

**Biota**—See Thuja.

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**Nivalis**—Pure white, the best of the white-flowering quinces, vigorous, upright—RC, June 60, need to be potted or bedded, 10c; BG, liners, 8 to 15 ins., 18c; 15 to 24 ins., 24c; field, A. N. grading, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

**Texas Scarlet**—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, 10c; BG, liners, 8 to 15 ins., 20c; field, A. N. grading, 12 to 18 ins., 45c.

**Toyonshiki**—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, June 60, 20c; BG, liners, 10 to 20 ins., 35c.

**Simoni**—Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, 30c; BG, liners, partly branched, 9 to 15 ins., 60c; 15 to 24 ins., 95c.

**Ruby Glow**—The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous—RC, June 60, 15c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

**Phyllis Moore**—From Arnold Arboretum. Fully double, red flowers in separate clusters, very beautiful and very different. BG, liners, partly branched, 15 to 24 ins., \$1.50 (it is extremely difficult to root).

duces so profusely its beautiful deep pink flowers, over inch-mats of silver foliage.

But one should not expect to obtain such a performance without some work and thought. It grows well in any ordinary garden soil, but its lush growth in a rich medium causes it to lose most of its charm and it blooms sparingly. If plants are given a lean, limy soil, flower production is likely to be more heart-



**Crimson Beauty and real Japonica alpina**—ask.  
**Cherry laurel**—See Prunus

**Euonymus alatus compactus**—RC, June 60, strong tips, 5 to 7 ins., 8c; C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), 14c.

**Ginkgo biloba**—1-yr., S, 6 to 10 ins., 8c, \$70.00 per 1000; 2-yr., S, 10 to 15 ins., 12c, \$110.00 per 1000; 15 to 24 ins., 17c, \$160.00 per 1000.

## HOLLY

**Ilex cornuta femina**—RC, Aug. 60, strong tips, 4½ to 5½ ins., 6 to 12 leaves, heavily rooted, 8c.

**Ilex cornuta burfordi**—RC, Aug. 60, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 59, kept cut back to 6 to 8 ins., nearly all beginning to branch well, 15c.

**Ilex crenata convexa (bullata)**—RC, Aug. 60, long tips, 4½ to 6 ins., 7c; C, rooted Aug. 59, kept cut back to 5 to 6 ins., beginning to branch beautifully, 10c.

**Ilex crenata hetzi**—RC, Aug. 60, long tips, 4½ to 5½ ins., 7c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 10c.

**Ilex crenata Maxwell**—A Bennett hybrid, looks like convexa but a much better grower. Should be a money maker. RC, Aug. 60, 8c; C, rooted Aug. 59, kept cut back to 5 to 7 ins., beginning to branch well, 12c.

**Ilex crenata compacta**—A Bennett hybrid, an excellent selection, good grower, quite compact, fine color, RC, Aug. 60, a little small, 8c; C, rooted Aug. 59, kept cut back to 5 or 6 ins., beginning to branch well, 15c.

**Ilex rotundifolia**—RC, Aug. 60, 5c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 8c.

**Ilex Foster's Hybrid No. 2**—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy. C, rooted Sept. 59, kept cut back to 6 to 9 ins., beginning to branch beautifully, 15c.

**Ilex opaca (American Holly)**—Genuine *Ilex opaca* (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners, 4 to 6 ins., 17½c; 6 to 10 ins., 25c; 10 to 15 ins., 35c; 15 to 30 ins., 50c; mostly single stem, some lightly branched. *Ilex opaca* shipped only on March 1, 1961 (because that is the very best time to move American Holly).

## AMERICAN HOLLY HEDGE

**Ilex opaca**—3½-yr., grown 2 years in Plan-tainer cans. Variety **Reynolds**, female, well-branched, kept cut back to 12 to 18 ins., 85c (we have too many); variety **James Baker**, female, our most compact, pyramidal selection, heavily branched, kept cut back to 15 to 21 ins., \$1.10; both have large leaves and bear large, bright red berries (no berries now). You may pick them up can and all or we will wash out the roots and pack free for shipment. Will make a perfectly beautiful, uniform hedge because all are the same clone. Or you could put them back in 2-gal. or larger cans to be sold for specimens. Ready any time.

## JUNIPERS

**Juniperus**—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

**Juniperus hetzi**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Armstrong**—Compact, upright, vase shaped, RC, 11c; \$105.00 per 1000.

**Juniperus pfitzeriana Blue**—The best, bright blue strain, not like hetzi, same growth habit as regular pfitzer, possibly 10 per cent faster grower. RC, 15c; \$140.00 per 1000.

**Juniperus pfitzeriana Nick's Compact**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Ozark Compact**—The best compact Pfitzer we have seen, not as coarse in texture as Nick's Compact. RC, 12c; \$115.00 per 1000.

**Juniperus pfitzeriana nana**—RC, 11c.

**Juniperus chinensis columnaris**—RC, 15c.

**Mahonia bealei**—1-yr., S, from well-spaced outdoor beds, just right to pot, 7c; \$60.00 per 1000.

**Mahonia pinnata**—Somewhat like aquifolium, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. "Sold out for this year."

## DAWN REDWOOD

**Metasequoia glyptostroboides**—Thought extinct for 20,000,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says, "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout new Zone 5B at least. This includes most of original Zone IV including Lincoln, Neb.; Milwaukee, Wis.; Lansing, Mich.; Toronto; Syracuse, N. Y.; Portland, Me. Fine plants in Plan-tainer cans. \$2.00, pickup only. Packed for shipment in individual cartons. \$2.40.

**Prunus laurocerasus schipkaensis** (Cherry Laurel) — Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins., many full leaves, heavy root system, 10c; C, rooted July 59, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

**Prunus laurocerasus zabeliana** (Cherry Laurel) — Usually considered the hardest. Spreading, like a Pfitzer Juniper. RC, July 60, 4½ to 7 ins., 12c; C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, 20c.

**Prunus laurocerasus macrophyllum** (Cherry Laurel) — Certainly the prettiest with very large leaves, very dark green. Is even harder than zabeliana here. RC, a little

ening. Also the flower color varies not a little, so it may take trials and selection to obtain and perpetuate that glowing pink shade which makes the plant the real charmer that it can be.

It may be well to insert a few words on the propagation of *P. nitida*, the most desired of the small cinquefoils. The same remarks apply to the other mat-makers in the genus. All may be divided, preferably in

early spring. Cuttings taken in August, inserted in a sandy frame, shielded from the hot sun to prevent flagging and protected during the winter should be rooted and ready to go ahead in the spring.

If you live south of the latitude of St. Louis (perhaps north of there would be worth an effort) and are interested in this sort of thing, I hope you will try *P. speciosa*, a lovely plant from southeastern Europe,

shorter because rare and cutting wood is still scarce. July 60, 20c.

**Pyracantha varieties**—C, rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch, with good, hard root system over a year old. Varieties: Lalandi, Gibbsi and Graberi, 10c; varieties: Kazan, Kunyan and Wyatti, 14c.

**Thuja orientalis aurea nana** (Berckmans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, 10c; cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliper, with fine root systems, 15c.

## VIBURNUMS

**Viburnums**—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

**Viburnum burkwoodii**—RC, June 60, some beginning to branch, 10c.

**Viburnum chenaultii**—More compact and shapely than burkwoodii. RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

**Viburnum juddii**—Better than carlesii. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot. RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

**Viburnum macrocephalum sterile**—**(CHINESE SNOWBALL)**

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted. C, rooted July 59, in polyethylene plant bands, same amount of soil as in 3-in. pots, 65c.

**Viburnum opulus sterile** (Common Snowball)—RC, June 60, 10c.

**Viburnum rhytidophyllum** (Leather-Leaved Viburnum)—RC, July 60, 12c.

**Viburnum rhytidophyloides**—A hybrid between V. rhytidophyllum and V. lantana, similar to rhytidophyllum, but is hardier. RC, July 60, 15c.

**Viburnum tomentosum plicatum** (Japanese Snowball)—RC, July 60, 12c.

**Viburnum tomentosum plicatum grandiflorum**—Snowballs considerably larger and whiter than regular Japanese Snowball. RC, July 60, 20c.

## IN PLANTAINER CANS

**American Holly; DAWN REDWOOD; Pyracantha lalandi, Graberi, Wyatti, Kazan and Gibbsi; Flowering Quince; Magnolia grandiflora; Mahonia bealei; Berckmans Golden Arborvitae** and others. They are good, and are ready to move now. Please come by to see them.

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with silvered leaves. Let me quote from Farrer in that respect: "P. speciosa has its chief beauty in its foliage. For the leaves are of a rare loveliness; stalked trefoils of good shape, notably thick and firm and fleshy, toothed round their generous ovals, and all gleaming and shimmering under the sun in a pure smooth coat of silver."

This is enough, I hope, to tell you how lovely it can be, even if it never flowers, which it did not do the short time it was in my trials. It makes tufts of its pretty 3-lobed leaves, with its whitish or creamy flowers in few-flowered heads, on stems to eight inches, more or less, in height.

There are many more kinds that could be mentioned in this enumeration, but I believe that we have dwelt overlong on the subject. There is much good material here for the grower who is looking for something to pep up his list.

## Ruellia

I was pleased when a reader asked about ruellia. Ruellia is a genus of 200 or more species of the acanthus family, nearly all being from the tropics. But a few have wandered into the United States, and one of these, R. ciliosa, offers a good August bloomer.

It grows naturally from New Jersey to the plains and southward to the gulf, almost always in dry, well-drained soil. It is made up of many stems, bearing hairy, oblong leaves, in the axils of which come large (to two inches long), petunialike, lavender-blue flowers during August and into September. Although it is said to reach 18 inches tall in some parts of its range, it was seldom over 10 inches tall here and more often did not exceed six or eight inches.

An easily grown plant in well-drained soil, it can be put into the hands of the most inexperienced gardener with the assurance of success. It is easy to move at any time of the year and grows readily from autumn-sown seeds.

## Meconopsis

Writing of poppies in the first note of this issue was a reminder that another branch of the poppy family, meconopsis, needs a few words, especially in view of the fact that several inquiries were received about it during the past summer. The inquiries show a growing interest in the genus, an interest which I wish I could fan into action by an enthusiastic report on the plants, but nothing in my experience points to any of the kinds which have been in my trials as being likely candidates for

## Pink Dogwood

(Cornus florida rubra)

	Each	Per 100
1-yr., 6 to 12 ins. ....	\$0.40	\$0.35
1-yr., 12 to 18 ins. ....	.50	.45
1-yr., 18 to 24 ins. ....	.60	.55
1-yr., 24 to 30 ins. ....	.85	.75
1-yr., 30 to 36 ins. ....	1.00	.90
2-yr., 3 to 4 ft. ....	1.50	1.40
2-yr., 4 to 5 ft. ....	2.50	2.25
2-yr., 5 to 6 ft. ....	3.00	2.75

## White-Flowering Dogwood

(Cornus florida) 2-yr.

4 to 5 ft., br. ....	1.25	1.00
3 to 4 ft., br. ....	.90	.60
2 to 3 ft., br. ....	.50	.40
18 to 24 ins., br. ....	.25	.20
12 to 18 ins., br. ....	.10	.08

## Flowering Crab Apple

Eleyi, Hops and Almay

1-yr., 2 to 3 ft., whips ...	.30	.25
1-yr., 3 to 4 ft., whips ...	.35	.30
1-yr., 4 to 5 ft., whips ...	.45	.40
2-yr., 3 to 4 ft., br. ....	.45	.40
2-yr., 4 to 5 ft., br. ....	.60	.50
2-yr., 5 to 6 ft., br. ....	.75	.65

(For Almay, add 15c a tree.)

## Flowering Peach

Red, White, Pink and Peppermint

12 to 18 ins. ....	.15	.13
18 to 24 ins. ....	.25	.20
2 to 3 ft. ....	.30	.25
3 to 4 ft. ....	.35	.30
7/16 to 9/16-in. cal. ...	.40	.35
9/16 to 1 1/16-in. cal. ...	.45	.40

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24 to 30 ins., B&B . . . . .	2.00
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wide popularity in the climate of eastern America.

First of all, they are, for the most part, monocarpic, and that means they have a strike against them even before they come to bat, for gardeners generally forego the pleasure of growing anything except the easy, showy annuals. And most of the kinds which have been in my trials were either biennials or monocarps, the latter being just as aggravating as the biennials, for they, too, give up after one blooming period, be it the second, third or fourth year, or even later, and the perennials are often too difficult of culture to be put into the hands of the average gardener or the careless nurseryman.

In considering a few kinds which may be of interest to specialists, I cannot speak with authority about the duration, except to say that most of them have acted like biennials or have failed to pass through their first winter in the open or that it was too difficult to bring the seedlings through infancy. If that sounds discouraging to you, it is meant to be.

Although some authors speak of *M. integrifolia* as being a perennial, it was never more than a monocarp in my trials, and not reliable at that. Ordinary *integrifolia* reaches 30 inches, but English publications speak of "a stocky, well-built plant of about a foot when in flower." That would be better for garden use, for it would stand up better in wind when it was carrying its weight of yellow "lamp shades" to five or six inches across. If everything goes well, the flowering period should cover two months in spring, commencing about mid-April in my climate. It requires moisture during the blooming season, good drainage and dryness in winter.

The foregoing, *M. grandis* and *M. superba* tend to be evergreen, which makes them more difficult to keep in this northern climate. They are all of about the same height, as they grew here, *grandis* with purplish (brown-purple, I believe) and *superba* with white flowers, both to five inches, or more, across.

By all plant reasoning the deciduous kinds, like *M. betonicifolia*, its variety *baileyi*, and *M. quintuplinervia* should be easy, if any of them are, but I had great difficulty getting them through the seedling stage and, even after that, they were unpredictable. I have seen magnificent specimens up to four feet, and more, in height in the east, so it is conquerable. And certainly it is worth trying to grow one of that stature to see it covered with 2-inch blue poppies.

The other, *M. quintuplinervia*, is

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the baby of the lot mentioned in these notes, getting no more than a foot tall, with 3-inch poppies in shades of blue (lavender to blue-purple). When I get the reactions of readers, I shall attempt a resume of their cultural notes.

#### NEW U. S. D. A. LABORATORY

Dedicated October 31 at Delaware, O., was a new research building housing the north central forest biology laboratories and a shade tree and ornamental plants laboratory, both facilities of United States Department of Agriculture services. The shade tree and ornamental plants laboratory will be chiefly concerned with research to protect shade trees and other decorative plants against insect and disease attacks, developing resistance and immunity in such plants and breeding for new and better varieties.

Among the speakers at the dedication program where Dr. L. C. Chadwick, secretary of the National Shade Tree Conference; Dr. Paul E. Tilford, secretary of the National Arborist Association, and Dr. Richard P. White, executive vice-president, American Association of Nurserymen.

#### YEW HEDGES

[Continued from page 13]

or periwinkle (*Vinca minor*) was used. *Pachysandra* could also be used for the interior, but its stiff appearance is not so adaptable as that of myrtle or English ivy.

It is not in any way intimated that Hicks yew is the only yew for such a hedging; any number of others, such as *Brown, cuspidata Densa, cuspidata Nana, media Hill* or *media Vermeulen* could be employed. The more upright forms of Hicks, Hicks Improved, the many Hatfields, Costich, Stoveken and Kelsey are easier to keep at a narrow width, however.

The possible selections among the yews is so extensive that many choices of varieties, clones and cultivars can do the same job.

The one species and its variations that might be questionable is *Taxus canadensis*. This species certainly does not adapt itself to sunny places or areas where winds are concentrated or sun and wind are combined. *Taxus baccata* and its variations are also questionable for zones 3 and 4. Again, the amount of exposure is one of the major determining factors, more than low temperatures. The zone numbers that I am referring to are those contained in the

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Hackberry, 8 to 10 ft. and 6 to 8 ft.

Honey Locust, Thornless, 2½-in. cal. and smaller

Pin Oak, 3-in. cal. and smaller

Willow Oak, 2½-in. cal. and smaller

American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.

Redbud, 2½-in. cal. and smaller

Sweet Gum, 2½-in. cal. and smaller

Tulip Poplar, 3-in. cal. and smaller

Sycamore, 3-in. cal. and smaller

European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.

Chinese Elm, all sizes 6-in. cal. and smaller

*Cornus florida* and *Cornus florida rubra*, 7 to 8 ft. and smaller

Purple Fringe, 6 ft. and smaller

Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.

Flowering Crab Apple, 8 best varieties, 1½-in. cal. and smaller

Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes

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**GLOBE  
NURSERIES**

McMinnville, Tenn.

Shades — Liners — Fruits

**Bamboo, Gardenias,  
Figs, Shade Trees**

Write for Complete List.

**McKEE'S NURSERY**

P. O. Box 749  
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**EVERGREENS**

100 acres of choice evergreens  
ready for sale.

Write for price list.

**GRANT'S NURSERY**

Rt. 2 Caledonia, Miss.

**CUMBERLAND VALLEY NURSERIES, INC.**

Wholesale Growers of Dependable  
Fruit and Flowering Trees

Write for latest price list.

313 N. Chancery St.  
McMINNVILLE, TENN.

Wholesale Growers of Broad-Leaved  
and Coniferous Evergreens

Ask for trade list.

**LINDLEY NURSERIES, INC.**

P. O. Box H Greensboro, N. C.

Quality stock plus pleasing  
service. Inquiries invited.

**89th Year of Growing**

Box 88-A Sherman, Tex.  
**TEXAS NURSERY CO.**

most recent United States Department of Agriculture publication wherein the zones have been renumbered and the areas more explicitly defined. It is an improvement over previous zone maps, but, like its predecessors, it is not a guide that says everything listed under a certain number is completely hardy in the zone. Everyone is aware that many factors determine the hardiness and survival of plants, not temperature alone.

This discussion on yews as hedges will be continued in the January 15 issue of this magazine. In the meantime, "A Very Merry Christmas to all, and may the New Year be good for you."

**INVENTORY CONTROL FORM**

[Continued from page 11]

at the top of the column, the other figures are erased and the record is started again.

The next lower division of the form shows plant quantities on hand, and below that are six spaces for the name of suppliers, with their quotations and any orders placed. Usually the suppliers nearest Des Moines are listed, to save freight. Quotations appear at the left of a diagonal line in a column space. At the right of the diagonal line is the record of orders placed. When confirmation of the order has been received from the grower, the number is circled, to make it more prominent and prevent one's overlooking it and placing additional orders, which might result in an oversupply of the item.

**Buying Data Provided**

Using the blank fourth space down from the top of the form on the front, Mr. Parnham indicates buying plans for future seasons, not the current nor the one coming up, but perhaps two seasons ahead. The quantity ordered is shown and circled, along with the name of the supplier. As the season for delivery approaches, the figure is moved down to the place for current quotations and orders, opposite the name of the supplier, and the record at the top is erased.

When the suppliers' new price lists arrive, the previous year's prices opposite that name are erased and the new figures are recorded. Some varieties may not be listed again by the same grower, or an individual may quote on some item not previously listed. Having such information keeps a nurseryman posted and may inform him that a usual supplier of a particular variety will not be able to furnish the stock that season.

This system operates especially



Burpee's **BIG BOY®** Giant Hybrid Produces fruit up to 2 lbs. Provides high yield even late in the season!

## W. ATLEE BURPEE CO.

Wholesale Seed Growers

Philadelphia 32, Pa. • Clinton, Ia. • Riverside, Calif. • Sanford, Fla.

well in a small business when no growing is done, but use is made of what is left from the past season. A wholesaler firm or a grower might use the "bought" column on the back of the sheet for the number he grew and then, below, show the number he sold. In that way he could control his plantings better for the years to come and he would notice the trend in that particular variety. Over the years trends in certain varieties have been noted, sometimes down and sometimes up. Such records reduce guesswork, which should be eliminated in operation.

### Plant Information Shown

The final group of data across the bottom of the front-page columns concerns the plant and its growth. It is not to be expected that everyone who answers the telephone at a nursery will know all the qualities of every plant sold. But anyone can find the facts quickly on the inventory record. Not only the salesman, but also the young draftsman or landscape architect drawing plans, can readily obtain information on the ultimate height, spread, characteristics, etc. Space permits showing type (ground cover, spreader or up-right), growth rate (slow, fast or medium), maximum growth (height and spread), bloom (color, season

## Set new records with **Burpee's** **BIG HYBRID TOMATOES**

**BIG EARLY HYBRID** — the earliest large-fruited tomato of Burpee's true F<sub>1</sub> hybrids. Bright scarlet fruit up to 1 lb. Meaty and delicious.

**CLINTON HYBRID** — highly prolific main-crop all-purpose tomato. Performs exceptionally well in the middle west. Large, smooth fruit.

**BURPEEANA EARLY HYBRID** — highest early yield of all varieties. Bears heavily throughout the season. Especially valuable where season is short.

### OTHER POPULAR AND SUCCESSFUL BURPEE HYBRIDS

Cantaloupes • Cucumbers • Zucchini Squash • Eggplant

Write now for your free copy of Burpee's 1961 catalog of special prices available to commercial growers. Full information on all Burpee products included. Ask for details on unusual and exciting free promotional materials: Full-color bedding plant labels, color posters, Burpee plant signs.

### ATTENTION, DEALERS!

Send for full information on profitable and attractive Burpee Flower and Vegetable Color Packets. Four assortments, tailored to demand in your area. L-o-n-g discounts!

## SEEDS

for the Nurseryman and Forester.  
Write for catalog.

**F. W. SCHUMACHER, HORTICULTURIST**  
**SANDWICH, MASS.**

### RED RHUBARB

**Chipman's Canada Red**  
**McDonald**  
**Valentine**

\$30.00 per 100

Write for prices  
on larger quantities.

### KEELER'S GARDENS

Parker, S. D.

### WE OFFER . . .

Our General Line of

## SMALL FRUIT PLANTS

Let us quote on your  
requirements.

**L. J. RAMBO'S WHOLESALE NURSERIE**  
Bridgman, Michigan

## VOSTERS

NURSERIES AND  
GREENHOUSES, INC.

*Tropical Foliage  
Plants for  
Interior Decor*

Main Office,  
Secane, Pa.  
(Suburban Philadelphia)  
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### Invest in Top Quality

## Dwarf Fruit Trees

### Espalier Trained Fruit Trees

For retail sales. Malling No. 11, VII and IX rootstock. Hardy, northern-grown 1-year and 2-year old trees, guaranteed free from insect pests and plant disease. Send today for wholesale prices.



**HENRY LEUTHARDT**  
Dept. A, Port Chester, N. Y.

ALL TREES  
GRAFTED

## Broad-leaved Coniferous Evergreens

Write for complete price list.

**T. G. OWEN & SON, INC.**  
Columbus Mississippi

## PINK DOGWOOD

	Each per 10	Each per 100
6 to 12 ins., 1-yr., B.R....	\$0.50	\$0.45
12 to 18 ins., 1-yr., B.R....	.60	.55
18 to 24 ins., 1-yr., B.R....	.90	.80
2 to 3 ft., 1-yr., B.R....	1.15	1.00
3 to 4 ft., 2-yr., B.R....	2.25	2.00

Write us for prices on larger sizes  
and our new price list.

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*Dependable Source of Quality  
Since 1895*

1100 S. Cherokee Phone: GL 6-2521  
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HOLLAND AND DOMESTIC BULBS

for Spring and Fall

Write for wholesale price list.  
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*Wholesale Nurseries Since 1900*

## FRUIT TREES

STANDARD AND DWARF

Write for wholesale list.

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## Bentley's HARDY PLANTS

QUALITY—SERVICE  
Perennials a Specialty.  
2559 Mentor Ave. MENTOR, O.

## EVERGREENS

Potted Liners  
Field-Grown Liners  
Finished Evergreens  
Write for wholesale catalog.

**STRAIN & SONS NURSERY**  
Athens, Ala.

and type), best location (sun, shade or either) and time to plant (spring, fall or either).

A source of information like this form lightens the load of the employer or other individual in a firm who is supposed to have all the answers, because it supplies most data directly. At the lower right-hand corner on the front is space for special comments about the variety, such as, "It is good in a congested area." "It will stand either an exceptionally dry or a wet location." "It has good fall color." "It needs some winter or, perhaps, summer protection." Any facts can be provided to assist the salesmen in giving the best possible information to a customer.

### Varied Uses of Records

Before each season's figures are transferred from the front to the back of the form, the number of the variety purchased and the number of plants on hand at the beginning of the past season are totaled, and that sum is compared with the total number sold plus the inventory on hand at the end of the season. If the difference is great, an investigation of the cause is in order. There may be theft of plants or careless delivery to a customer without a proper order. It is also possible that the unaccounted-for plants died in storage or in the field after planting at the end of the season. Such losses will be accounted for if workers furnish the office with a list of any dead plants removed from the field or among potted items.

From the records of several seasons maintained on the reverse side of the form one can develop helpful opinions about the value of a variety. If it is noted that there is a 60 per cent loss in field stock or potted plants and customers report fairly heavy losses in the 40 per cent of the stock sold, a reasonable conclusion is that the variety is not adapted to the local climate and might well be discarded. Or, if the item is one that customers insist on planting, the price will have to set above the regular rate, to offset the losses in the species.

A record can be included whether or not potted specimens in a particular variety go through the winter safely.

If one keeps a limited number of plants over several years, it is interesting to note the growth of the plants and the record shift from one column to another when each new inventory is made. A check on the rate of growth of the variety is thus obtained.

The record of prices charged from

## SMALL FRUIT PLANTS

Grapes

Currants

Berry Plants

Write for Wholesale Price List

**FOSTER NURSERY CO., Inc.**  
69 Orchard St. FREDONIA, N. Y.

## SMALL FRUIT PLANTS and VEGETABLE ROOTS

We grow for the whole-  
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**KRIEGER'S WHOLESALE NURSERY**  
Bridgman, Mich.



Spring Bulb List Ready  
Packaged or Bulk

**GILMORE PLANT & BULB CO.**  
Julian, N. C.

Quality Plants Since 1841

**HILLENMEYER**  
*Nurseries*  
GEORGETOWN RD.  
ON U.S. 25 N.W. 1/4  
LEXINGTON, KY.

**QUALITY STOCK GROWN BY US**  
Cherokee Chief Red-Flowering Dogwood  
(Plant Patent No. 1710)

Shade Trees, Flowering Trees, Ever-  
greens, Broad Leaved Evergreens.

Write for wholesale list.

**HAWKERSMITH & SONS NURSERY**  
Tallahassee, Tenn.



Azaleas, Ilex  
and Magnolias

Lining-out and con-  
tainer-grown stock.

Semmes, Ala.

## WE SPECIALIZE IN FINE Azaleas and Camellias

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## Did You Get Our New Catalog?

Better get your supplies in  
before the rush!

Ornamentals and Supplies at Wholesale

**CHASE NURSERY CO.**  
Chase, Ala.

*America's Finest*

# ROSES

Contract Growing Invited

Leading Patented and Popular Varieties

Grown in our nurseries at Tyler, Texas, and Phoenix, Arizona

Write for Variety List

## CARL SHAMBURGER NURSERY

P. O. Box 458

Wholesale Only

Tyler, Texas

year to year has also proved of great value. Robinson & Parnham do not issue price lists for customers. Each salesman and the office have a loose-leaf book in which are entered prices and what stock is offered. Before use of the present inventory sheet was started, it was difficult to keep track of previous years' prices. This information is now available. Current prices are accompanied by the selling season indication written in the upper left-hand corner on the front of the form, in the price section.

Anyone using this inventory control system will find numerous ways in which it can be employed to supply data useful in varied operational fields, Mr. Parnham states.

The form described can be obtained from the James L. Smith Co., 1118 Mulberry street, Des Moines, Ia., and is titled "Nursery Inventory Control." The sheets are best used in a visible record book binder that makes the common and botanical name easily located.

### WHY PATENTED TREES?

[Concluded from page 10]

present demand for better adapted types made it expedient for growers to protect their interests by distributing cultivars of their own particular selections under patent rights.

However, patented or not, the columnar, pyramidal and other upright, compact clones now available will grow true to type (form as found in the parent mutation), retaining those characters that merited their selection. They will develop symmetric, uniform heads formed by consistently similar branch formation and minimize all maintenance problems inevitable where carelessly chosen species have been thoughtlessly planted in the past.

M. C. WEST is preparing to establish a nursery at 1611 North Marshall street, Henderson, Tex.

### COMPLETE WHOLESALE PRICE LIST NOW READY FOR MAILING

### LINING-OUT and FINISHED STOCK

TREES — FLOWERING SHRUBS  
PRIVET—VINES—EVERGREENS

Write for your copy today if not on our mailing list.

**FOREST NURSERY CO., INC.**  
McMINNVILLE, TENN.

### WHITE-FLOWERING REDBUD

(Cercis canadensis alba)

One of America's most beautiful and rarest trees. As hardy and adaptable as the native pink variety. All sizes will bloom next spring.

Each		Each	
18 to 24 ins.....	\$1.25	4 to 5 ft.....	\$2.25
2 to 3 ft.....	1.75	5 to 6 ft.....	2.50
3 to 4 ft.....	2.00		

Minimum order \$10.00.

**WARREN AND SON NURSERY**

Rt. 11, Box 841

Oklahoma City 10, Okla.

*Better Liners  
of the Better Kinds*

Good Roots • Good Tops  
Eastern Shore Grown

### DECIDUOUS LINERS

Write for Price List  
JACQUES L. LEGENDRE, Pres.



**GULF STREAM NURSERY**  
WACHAPREAGUE, VIRGINIA

**Maurice C. Ravensberg**  
Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

Catalog on application

**EVERGREEN GRAFTS  
POTTED LINERS  
CONTAINER STOCK**

Ask for our latest list.

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Dover, Okla.

### POTTED LINERS

**Taxus Junipers**

B&B sizes to trucks only.

**HUMPHREYS LANDSCAPE SERVICE**  
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Wholesale Growers of  
Quality Nursery Stock

Since 1885

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### FLORIDA - GROWN CITRUS

4-in. and 6-in. plastic pots.

Write for prices.

**GOOCHLAND NURSERIES, INC.**  
Pembroke, Fla.

1960 A. A. C. S. Winner

**SPARKLING BURGUNDY**

(Plant Pat. No. 1539)

A hardy Sasanqua of rare beauty.

**CASADABAN'S NURSERIES**  
Abita Springs, La.



## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary  
304 MITAU BUILDING SACRAMENTO 14, CALIF.

### LOS ANGELES CHAPTER

The Los Angeles chapter of the California Association of Nurserymen met at Knotts Berry Farm, Buena Park, for the annual installation of officers on October 27.

Speaker of the evening was the Rev. Harry Steif, Anaheim, who spoke on "The Challenge for Today." His three points of discussion were honesty, integrity and the idea of doing what you are doing for the benefit of others.

Outgoing President Chuck Vogels, Chuck's Nursery, Covina, gave a short farewell talk, and Robert Warner, Manhattan Garden Supply, Manhattan Beach, president of the C. A. N., talked about the association and its responsibilities in our changing times. Elmer Merz, C. A. N. executive secretary, gave a brief message on business conditions at this time.

C. A. N. Vice-president Walter Borchers, W. B. Clarke & Co., San Jose, installed the new officers of the chapter. They are Carl Zangger, Perry's Plants, Montebello, president; Robert Bartholomew, Hi-Mark Nursery, Inc., Santa Ana, vice-president; Jim Meadows, Meadows Bros. Nursery Supplies, Altadena, secretary, and Don Christensen, Davids & Royston Bulb Co., Inc., Los Angeles, treasurer.

Chapter directors beginning a 2-year term are Kirby Lesh, Better Gardens, San Marino; Otto Martens, Deigaard Nurseries, Monrovia, and Cliff Comstock, Monrovia Nursery Co., Azusa.

Chuck Vogels was presented with a plaque in honor of his year of service as president of the chapter.

Jim Meadows, Sec'y.

### SAN JOAQUIN CHAPTER

Installation of new officers was the main order of business at the November 15 meeting of the San Joaquin chapter of the California Association of Nurserymen held at the Town and Country Lodge, Fresno. Mr. and Mrs. Neal Wilson, Neal Wilson Nursery, and Mr. and Mrs. John Najarian, Andy's Nursery, were the hosts for the evening.

President Frank Graziano, Frank's Nursery, Merced, turned the meeting over to Walter Borchers, W. B.

Clarke & Co., San Jose, vice-president of the C. A. N., who installed John R. Harmon, Harmon's Nursery, Newman, as the new president of the chapter. Other officers are Merton Weymouth, Weymouth Nursery, Fresno, vice-president; Ralph and Mary Books, G. S. Douglas Co., Fresno, secretary and treasurer, and Frank Graziano and Marion Gardener, Stribling's Nurseries, Merced, directors.

Elmer Merz, C. A. N. executive secretary, was the speaker of the evening. He briefly covered the changes in the nursery business in California during the past 25 years. Walter Borchers also gave a short talk and presented Syd Whitehorn, Sierra Nursery & Seed Co., Fresno, with an engraved plaque and a life membership in the C. A. N. for his many years of service.

The December meeting was scheduled for the Elks' Club, Fresno, with Syd Whitehorn as host.

Ralph Books, Sec'y.

### DOERFLER SPECIALTIES

SHEARED

### BOXWOOD

Many nurserymen tell us we have the best

SHEARED

### GLOBE AND PYRAMID BUXUS SEMPERVIRENS

in the United States.

Also Dwarf Suffruticosa and general nursery stock, including large shade and flowering trees.

We have shipped in carlots to many parts of the United States for years.

**F. A. DOERFLER & SON, INC.**

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### DOTY & DOERNER, Inc.

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WHOLESALE

GENERAL NURSERY STOCK

### FRUIT TREES

Dwarf and Standard

Send for Wholesale List

**KELLY BROS. NURSERIES, INC.**  
Danville, N. Y.

### PENINSULA CHAPTER

Robert Amyx, director of recreation and parks, Santa Clara county, was the featured speaker at the November meeting of the Peninsula chapter of the California Association of Nurserymen, held at Villa Lafayette, Mountain View.

Mr. Amyx gave a glimpse of the imagination necessary to cope with the future. He pictured a city of 14,000,000 inhabitants ringing San Francisco bay like a doughnut, with Santa Clara county being an important segment. His main objective for the present is to lay the foundation for an adequate park system before population pressures prevent development. His guiding philosophy is to preserve for future generations our heritage of primitive and cultivated areas located on coastal mountains, valley floors and bayside estuaries.

President John Hahn, Ruehl-Wheeler Nursery Co., Inc., San Jose, announced the committees and respective chairmen: Program, Ralph Bernstein; fiesta exhibit, Rupert Gurness; Christmas party, Todd Chisam; Santa Ana festival, John Coulter; telephone, Don Thames and Jim Weldon; education, John Hahn, chapter chairman, and Itsuo Uenaka, state chairman; raffle, Lou

### ROSES

### OLD and NEW

Fine-quality, two-year plants  
budded on Multiflora in over  
250 varieties.

Write for our 1960-61 list explaining  
our new freight-saving plan.



**MT. HOOD NURSERY**

Rt. 2, Box 96  
GRESHAM, ORE.

### CUTTING-GROWN RHODODENDRON LINERS

Hardy and semihardy varieties.

Quality only

**VAN VEEN NURSERY**

3127 S. E. 43rd Ave.  
PORTLAND 6, ORE.

### FOREST SEEDS OF CALIFORNIA

Since 1952

P. O. Box 561  
Davis, Calif.

Native coniferous seed for direct  
seeding and forest nurseries.

Schenone; safety and insurance, Ralph Bernstein; membership, Ralph Davies; legislation, Lou Schenone, and plants and gadgets, Roy Dunton and Gerd Schneider.

The meeting of the chapter scheduled for December 7 was to be the annual Christmas party, at the American Legion hall, Redwood City, with Todd Chisam as host.

Pete Sugawara, Sec'y.

### MONTEREY BAY CHAPTER

State officers of the California Association of Nurserymen were present at the November meeting of the Monterey Bay chapter at the Deer Park tavern, Watsonville, to witness installation of the new chapter officers.

Walter Borchers, C. A. N. vice-president, acted as installing officer, reviewing the duties of each office and offering his congratulations to President Clay Pleiman, Tempo Landscape, Castroville; Vice-president Jack Nilsen, Bokay Nursery, Salinas; Secretary Sue Mell, E. B. Stone & Son, Salinas; Treasurer Henry Nishi, Nishi Nursery, Carmel, and Directors Marion Sloan, Sloan's Nursery, Santa Cruz; Doug Bishop, Pineview Nursery, Pacific Grove; George Uyeda, Watson's Nursery, Pacific Grove; Ben Roth, Alladin Nursery, Watsonville, and Bruce Stone, E. B. Stone & Son, Salinas.

After the minutes of the October meeting were read and approved, President Pleiman read a letter from John Coulter, Coulter's Nursery, San Carlos, describing an excellent bonsai issue produced by a new magazine and announced that anyone wishing copies of this issue should contact Marion Sloan.

President Pleiman then introduced the C. A. N. president, Robert Warner, Manhattan Garden Supply, Manhattan Beach, who briefly surveyed the growth of the C. A. N. and the advantages it offers members. He pointed out the importance of modern merchandising and public relations efforts in nursery operations and urged the exploration of new lines, such as hardware, cut flowers, gifts and Christmas decorations, as off-season profit builders. Executive Secretary Elmer Merz and Vice-president Borchers also spoke briefly.

Before adjournment, Mr. Pleiman announced that there would be a board of directors' meeting November 17 at Castroville and that the chapter Christmas party would be held December 8 at the Ginza, Monterey. The January meeting is scheduled for Santa Cruz, with Vernon

## Fill Your Rose Requirements From This Supply of Northern California Stock

Nature-ripened, dug with full fibrous roots—

Ready to get up and grow!

### PATENTED BUSH ROSES

No. 1 No. 1 1/2

Aida  
Aztec  
Blanche Mallerin  
Buccaneer  
Carrousel  
China Doll  
Chrysler Imperial  
Confidence  
Contentment  
Duet  
Fantan  
El Capitan  
Fashion  
Fire King  
First Love  
Fred Howard  
Fusilier  
Gail Borden  
Garden Party  
Golden Girl  
Golden Masterpiece  
Grande Duchess Charlotte  
Grand'mere Jenny  
Happiness  
Helen Traubel  
High Time  
Improved Cecile Brunner  
Isobel Harkness  
Katherine T. Marshall  
Kordes Perfecta  
Lavender Girl  
Linda Porter  
Love Song  
Lowell Thomas  
Ma Perkins  
Midnight  
Mission Bells  
Mojave  
New Yorker  
Nocturne  
Peace  
Peaceful  
Pink Parfait  
Pink Peace  
Pres. Eisenhower  
Royal Velvet  
Ruby Lips  
Sarabande  
Show Girl  
Sleigh Bells  
Starfire  
Sunlight  
Suspense  
Suzon Lothe  
Tapestry  
Tiffany  
Torch Song  
White Knight

### PATENTED CLIMBING ROSES

No. 1 No. 1 1/2

Goldlocks  
Mme. Henri Guillot  
Red Empress  
Texas Centennial  
Tiffany

### NONPATENTED BUSH ROSES

Autumn  
Betty Prior  
Charlotte Armstrong  
Christopher Stone  
Crimson Glory  
Dick Koster  
Duchess of Atholl  
Else Poulsen  
Ena Harkness  
Etoile de Hollande  
Frensham  
Golden Rapture  
J. Otto Thilow  
McGredy's Ivory  
McGredy's Yellow  
Mlle. Cecile Brunner  
Mme. Henri Guillot  
Mrs. E. P. Thom  
Mrs. P. S. Dupont  
Mrs. Sam McGredy  
Picture  
Pres. Herbert Hoover  
Radiance  
Red Talleman  
Sister Therese  
Texas Centennial  
The Doctor

### NONPATENTED CLIMBING ROSES

Autumn  
Blaze  
Charlotte Armstrong  
Gold Rush  
Hinrich Gaede  
J. Otto Thilow  
Mrs. E. P. Thom  
Paul's Scarlet  
Pres. Herbert Hoover

WRITE, WIRE OR TELEPHONE US TODAY!



Phone: CYpress 3-8171 P. O. Box 343, San Jose 3, Calif.

Nurserymen and Breeders of Woody Flowering Plants

# MILTON NURSERY CO.

P. O. Box 7, Milton-Freewater, Ore.

Since 1878

Phone: WE 8-3374

BIRCH (Betula)	Each Per 10	Each Per 100
European White (Betula alba)	\$1.65	\$1.50
6 to 8 ft., br.	1.20	1.10
5 to 6 ft., br.	.90	.85
4 to 5 ft., br.	.65	.60
3 to 4 ft., br.		
European White, clump form		
Three or more stems.	2.15	1.90
4 to 5 ft.	1.75	1.60
3 to 4 ft.	1.35	1.25
Two main stems with other smaller stems at the base of the tree.		
6 to 7 ft., br.	1.80	1.60
5 to 6 ft., br.	1.45	1.30
4 to 5 ft., br.	1.10	1.00
3 to 4 ft., br.	.90	.80

CHERRY, Flowering	Each Per 10	Each Per 100
Kwanzan, double dark rose-pink		
2 to 3 ft., br.	1.20	1.10
2 to 3 ft., whips.	.80	.75
Subhirtella Weeping, single		
5 to 6 ft. stem.	3.50	3.25
No. 1 heads		
5 to 6 ft. stem.	3.00	2.75
No. 2 heads		
Serrulata Weeping, double		
5 to 6 ft. stem.	3.00	2.75
No. 2 heads		

CRAB APPLE, Flowering	Each Per 10	Each Per 100
Almey		
5 to 6 ft., br.	1.65	1.50
4 to 5 ft., br.	1.45	1.30
3 to 4 ft., br.	1.20	1.10
5 to 6 ft., whips.	1.10	1.00
4 to 5 ft., whips.	.90	.80
3 to 4 ft., whips.	.75	.65

Atrosanguinea	Each Per 10	Each Per 100
4 to 5 ft., br.	1.10	1.00
3 to 4 ft., br.	.85	.80
4 to 5 ft., whips.	.65	.60
Bechtel's		
3 to 4 ft., br.	.95	.90
2 to 3 ft., br.	.75	.70
18 to 24 ins.	.65	.60

Eleyl	Each Per 10	Each Per 100
5 to 6 ft., br.	1.35	1.25
4 to 5 ft., br.	1.10	1.00
3 to 4 ft., br.	.85	.80
5 to 6 ft., whips.	.75	.70
4 to 5 ft., whips.	.65	.60
3 to 4 ft., whips.	.55	.50

Floribunda	Each Per 10	Each Per 100
4 to 5 ft., br.	1.10	1.00
3 to 4 ft., br.	.85	.80
5 to 6 ft., whips.	.75	.70
4 to 5 ft., whips.	.65	.60
3 to 4 ft., whips.	.55	.50

Floribunda purpurea	Each Per 10	Each Per 100
5 to 6 ft., br.	1.35	1.25
4 to 5 ft., br.	1.10	1.00
5 to 6 ft., whips.	.75	.70
4 to 5 ft., whips.	.65	.60
3 to 4 ft., whips.	.55	.50

CRAB APPLE, Flowering—Continued	Each Per 10	Each Per 100
Hopa		
5 to 6 ft., br.	\$1.20	\$1.10
4 to 5 ft., br.	.90	.85
5 to 6 ft., whips.	.70	.65
4 to 5 ft., whips.	.60	.55
3 to 4 ft., whips.	.50	.45

Niedzwetskyana (Redvein Crab Apple)	Each Per 10	Each Per 100
5 to 6 ft., br.	1.35	1.25
4 to 5 ft., br.	1.10	1.00
5 to 6 ft., whips.	.75	.70
4 to 5 ft., whips.	.65	.60
3 to 4 ft., whips.	.55	.50

Red Silver	Each Per 10	Each Per 100
4 to 5 ft., br.	1.10	1.00
3 to 4 ft., br.	.85	.80
4 to 5 ft., whips.	.65	.60
3 to 4 ft., whips.	.55	.50

Scheideckeri	Each Per 10	Each Per 100
5 to 6 ft., br.	1.35	1.25
4 to 5 ft., br.	1.10	1.00
5 to 6 ft., whips.	.75	.70
4 to 5 ft., whips.	.65	.60
3 to 4 ft., whips.	.55	.50

ELM, Chinese (Ulmus pumila)	Each Per 10	Each Per 100
10 ft. and up, 1 1/4 to 1 1/2-in. cal., T.	1.85	1.70
8 to 10 ft., 1 to 1 1/4-in. cal., T.	1.45	1.35
6 to 8 ft., 3/4 to 1-in. cal., T.	1.20	1.15
5 to 6 ft., 1/2 to 3/4-in. cal., T.	.85	.80

HAWTHORNE (Crataegus)	Each Per 10	Each Per 100
Paul's Scarlet		
5 to 6 ft., br. low-headed.	1.70	1.55
4 to 5 ft., br. low-headed.	1.55	1.40
3 to 4 ft., br. low-headed.	1.35	1.25
5 to 6 ft., whips.	1.20	1.10
4 to 5 ft., whips.	1.05	.95
3 to 4 ft., whips.	.85	.80

Phacopryum (cordata)	Each Per 10	Each Per 100
4 to 5 ft., br.	1.65	1.50
3 to 4 ft., br.	1.50	1.35

LABURNUM	Each Per 10	Each Per 100
Vossli		
6 to 8 ft., br.	2.15	1.90
5 to 6 ft., br.	1.85	1.70
4 to 5 ft., br.	1.65	1.50

LINDEN (Tilia)	Each Per 10	Each Per 100
Cordata, small-leaved European		
6 to 8 ft., br.	2.75	2.50
5 to 6 ft., br.	2.25	2.00

MAPLE (Acer)	Each 100 to 249	Each 250 to 999	Each 1000 and up
Norway (Acer platanoides)			
9 to 10 ft.	\$1.15	\$1.05	\$0.95
8 to 9 ft.	1.10	1.00	.90
7 to 8 ft.	1.05	.95	.85
6 to 7 ft.	1.00	.90	.80
5 to 6 ft.	.85	.75	.65
4 to 5 ft.	.60	.50	.40
3 to 4 ft.	.50	.40	.30

Norway Columnar	Each Per 10	Each Per 100
(Acer platanoides ascendens)		
7 to 8 ft., whips.	2.20	1.95
6 to 7 ft., whips.	1.90	1.70
5 to 6 ft., whips.	1.55	1.40
4 to 5 ft., whips.	1.20	1.10
3 to 4 ft., whips.	1.00	.90

Norway, Silver Variegated	Each Per 10	Each Per 100
Green leaves with white edging.		
6 to 7 ft., whips.	1.80	1.65
5 to 6 ft., whips.	1.45	1.30
4 to 5 ft., whips.	1.00	.90
3 to 4 ft., whips.	.80	.75

Red (Acer rubrum)	Each Per 10	Each Per 100
6 to 7 ft., whips.	1.25	1.15
5 to 6 ft., whips.	1.05	.95
4 to 5 ft., whips.	.80	.75
3 to 4 ft., whips.	.65	.60

Schwedler (Acer schwedleri)	Each Per 10	Each Per 100
8 to 9 ft., whips.	2.00	1.75
7 to 8 ft., whips.	1.80	1.65
6 to 7 ft., whips.	1.70	1.55
5 to 6 ft., whips.	1.30	1.20
4 to 5 ft., whips.	.90	.85

Silver or Soft (Acer dasycarpum)	Each Per 10	Each Per 100
10 to 12 ft., br.	2.10	1.85
8 to 10 ft., br.	1.65	1.50

Sycamore, Green-leaved (Acer pseudoplatanus)	Each Per 10	Each Per 100
8 to 10 ft., 1 to 1 1/4-in. cal., br.	2.50	2.25
6 to 8 ft., 3/4 to 1-in. cal., br.	2.00	1.80

MOUNTAIN ASH, European	Each Per 10	Each Per 100
8 to 10 ft., br.	2.50	2.25
6 to 8 ft., br.	2.25	2.00
5 to 6 ft., br.	1.80	1.65
4 to 5 ft., br.	1.50	1.35
8 to 9 ft., whips.	1.60	1.45
7 to 8 ft., whips.	1.35	1.25
6 to 7 ft., whips.	1.20	1.10
5 to 6 ft., whips.	1.05	.95
4 to 5 ft., whips.	.85	.80

Troyer, Garden Center of Santa Cruz, in charge.

## Directors' Meeting

At the board of directors' meeting, held at the Franco hotel, Castroville, President Pleiman reviewed the state program on education and scholarships. He stated that persons responsible for scholarships in high schools and junior high schools should be contacted by a chapter representative who will explain the nature and scope of the nursery industry and the opportunities it offers.

Mr. Pleiman appointed Wally Doolittle, Watson's Nursery, Pacific Grove, chairman of the education and scholarship committee. He will be assisted in making the school contacts by Pat Antonelli, Antonelli Bros., Santa Cruz. The possibility of training high school students for summer lawn care and general clean-up work was also discussed.

The directors determined that applicants for membership in the chapter must be established in the nurs-

ery business for at least six months, with a record of ethical business methods.

Other committee appointments made were as follows: Membership—Jack Nilsen, chairman, with Doug Bishop and Marion Sloan as members; publicity and promotion—Doug Bishop, chairman, and safety—Bruce Stone, chairman. The legislative committee appointed last year, consisting of Ben Roth; Louis Olave, Hollister Nursery, Hollister, and Jack Nilsen, is to remain permanent at the request of the state officers.

Sue Mell, Sec'y.

## CENTINELA CHAPTER

At the meeting of the Centinela chapter of the California Association of Nurserymen held November 17 at Raymond's, Hawthorne, blood donations were asked for Dorothy Feader, of the Feader Nurseries, San Fernando. She is a patient in the Encino hospital.

Vice-president Ruth Yoshiki, Ed

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FRUIT TREE SEEDLINGS  
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SHADE TREES

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Crimson King Maple (Pat. No. 735)  
Morraine Locust (Pat. No. 836)  
Shademaster Locust (Pat. No. 1515)  
Skyline Locust (Pat. No. 1619)  
Sunburst Locust (Pat. No. 1313)

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PEACH, Flowering			PEACH, Flowering—Continued			SYCAMORE (Platanus)		
Each	Each	Each	Each	Each	Each	Each	Each	Each
Per 10	Per 100	Per 100	Per 10	Per 100	Per 10	Per 10	Per 100	Per 100
Helen Borchers, pink			Triloba			European (Oriental Plane Tree)		
6 to 7 ft., br.	\$1.25	\$1.15	Small tree with double			6 to 8 ft., br.	\$2.25	\$2.00
5 to 6 ft., br.	1.05	.95	pink flowers thick set on			5 to 6 ft., br.	1.80	1.65
4 to 5 ft., br.	.80	.75	slender branches.			WILLOW (Salix)		
PLUM (Ornamental Prunus)			3 to 4 ft., bush form	\$1.00	\$0.90	Babylonica, Weeping		
Blireiana			2 to 3 ft., bush form	.75	.70	10 to 12 ft., br.	2.50	2.25
5 to 6 ft., br.	1.25	1.15	QUINCE, Flowering (Cydonia japonica)			8 to 10 ft., br.	1.75	1.60
4 to 5 ft., br.	1.00	.90	Crimson Beauty			6 to 8 ft., br.	1.50	1.35
3 to 4 ft., br.	.75	.70	3 to 4 ft., bush form	.80	.75	5 to 6 ft., br.	1.25	1.15
Newport			2 to 3 ft., bush form	.65	.60	Wisconsin Weeping		
5 to 6 ft., br.	1.25	1.15	13 to 24 ins., bush form	.55	.50	6 to 8 ft., br.	1.50	1.35
4 to 5 ft., br.	1.00	.90	SOPHORA JAPONICA			5 to 6 ft., br.	1.25	1.15
3 to 4 ft., br.	.75	.70	(Japanese Pagoda Tree)			SUNBURST LOCUST		
Thundercloud			8 to 10 ft., br.	4.25	3.75	(Plant Patent No. 1313)		
4 to 5 ft., br.	1.00	.90	6 to 8 ft., br.	3.75	3.25	7 to 8 ft.	\$3.10	\$2.75
3 to 4 ft., br.	.75	.70	5 to 6 ft., br.	3.25	2.75	6 to 7 ft.	2.80	2.45
			4 to 5 ft., br.	2.75	2.25	5 to 6 ft.	2.45	2.20
						4 to 5 ft.	2.05	1.85
						SHADEMASTER LOCUST		
						(Plant Patent No. 1515)		
						8 to 9 ft.	\$4.00	\$3.20
						7 to 8 ft.	3.35	2.70
						6 to 7 ft.	2.75	2.25
						HONEY LOCUST (Gleditsia)		
						Thornless (Gleditsia triacanthos inermis)		
						8 to 10 ft., br.		
						6 to 8 ft., br.		
						5 to 6 ft., br.		
						7 to 8 ft., whips		
						6 to 7 ft., whips		
						5 to 6 ft., whips		
						4 to 5 ft., whips		
						3 to 4 ft., whips		

## FRUIT TREE SEEDLINGS AND CUTTINGS

All of our seedlings herein listed are root-pruned in the seedling beds, which produces uniform, fibrous, branched root systems.

APPLES			CHERRY, Mahaleb			QUINCE, Angers		
Per 100	Per 1000	Per 1000	Per 100	Per 1000	Per 1000	Per 100	Per 1000	Per 1000
¼-in. cal. and up, br.	\$5.20	\$42.00	¼-in. cal. and up	\$5.00	\$40.00	¼-in. cal. and up, R. C.	\$7.50	\$65.00
No. 1, 3/16 to ¼-in. cal., br.	4.80	38.00	No. 1, 3/16 to ¼-in. cal.	4.80	38.00	No. 1, 3/16 to ¼-in. cal., R. C.	7.00	60.00
No. 2, 2/16 to 3/16-in. cal., br.	4.00	30.00	No. 2, 2/16 to 3/16-in. cal.	4.00	30.00	No. 2, 2/16 to 3/16-in. cal., R. C.	6.50	55.00
No. 3, about 2/16-in. cal.	3.20	22.00	No. 3, about 2/16-in. cal.	3.20	22.00			
PEAR, Bartlett			CHERRY, Mazzard			TERMS: 3% discount cash with order, 2% 10 days, 60 days net from date of invoice. Combination carloads available to eastern distributing points.		
¼-in. cal. and up, br.	5.20	42.00	¼-in. cal. and up	5.20	42.00	SATISFACTION GUARANTEED		
No. 1, 3/16 to ¼-in. cal., br.	4.80	38.00	No. 1, 3/16 to ¼-in. cal.	4.80	38.00	All patented items listed on this page are grown under license from patent owners.		
No. 2, 2/16 to 3/16-in. cal., br.	4.00	30.00	No. 2, 2/16 to 3/16-in. cal.	4.00	30.00			
No. 3, about 2/16-in. cal.	3.20	22.00	No. 3, about 2/16-in. cal.	3.20	22.00			
			PLUM, Myrobalan					
			¼-in. cal. and up	5.00	40.00			
			No. 1, 3/16 to ¼-in. cal.	4.80	38.00			
			No. 2, 2/16 to 3/16-in. cal.	4.00	30.00			
			No. 3, about 2/16-in. cal.	3.20	22.00			

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and George Nursery, Hawthorne, introduced the guest speaker, Gordon Baker Lloyd. His talk was on his survey of questionnaires given to 1,000 garden customers. The questions asked were why they were interested in buying from nurseries and what they wanted most. The 10 top things wanted were as follows, in the order given: Courtesy and friendliness; labels, prices and directions in finding things; product knowledge; open time one evening a week; dry paths; privilege of looking around; timely displays; a demonstration area; more parking, and raised beds.

Jim Meadows, Meadows Bros., Altadena, secretary of the Los Angeles chapter of the C. A. N., announced the Christmas party December 6 at the Los Coyotes Country Club, Buena Park.

Helga Ortlinghaus, Sec'y.

CONSTRUCTION costs of the new Yamagami Nursery, San Jose, Calif., will total more than \$20,000.

## CALIFORNIA ARBORISTS

The attendance at the November 16 meeting of the California Association of Arborists was one of the highest in some time; the program was excellent, and a new group was added to the list of chapters of the association.

Plans for the meeting of the Western chapter, National Shade Tree Conference, to be held at San Mateo January 21, also were announced and an outline of the program as it stands at this time was given and discussed.

The speaker of the evening was H. R. (Hank) Sciaroni, San Mateo county agricultural director, whose address, "Why Our Trees Are Dying," will be summarized in a later issue.

## Meeting Plans

Stanley Pitcher, San Mateo director of parks, reported as chairman of the arrangements committee on the January 21 shade tree conference. The meeting will be held in the

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### ACER PLATANOIDES

Fassett's Red-Leaved Maple		
	Per 10	Per 100
6 to 8 ft., br.....	\$35.00	\$325.00
5 to 6 ft., br.....	25.00	225.00
8 to 9 ft., whips...	30.00	225.00
7 to 8 ft., whips...	25.00	210.00
6 to 7 ft., whips...	21.00	180.00
5 to 6 ft., whips...	16.00	140.00
4 to 5 ft., whips...	13.00	110.00
3 to 4 ft., whips...	10.00	85.00

### Norway Maple

12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	30.00	275.00
8 to 10 ft., br....	25.00	225.00
6 to 8 ft., br....	20.50	190.00
5 to 6 ft., br....	15.00	135.00
8 to 9 ft., whips...	10.50	100.00
7 to 8 ft., whips...	10.00	85.00
6 to 7 ft., whips...	9.50	80.00
5 to 6 ft., whips...	8.00	75.00
4 to 5 ft., whips...	6.00	55.00

### Columnar Norway Maple

3-yr., 11 to 12 ft...	33.50	310.00
3-yr., 10 to 11 ft...	30.00	275.00
2-yr., 9 to 10 ft...	27.50	250.00
2-yr., 8 to 9 ft...	25.00	225.00
2-yr., 7 to 8 ft...	22.00	195.00
2-yr., 6 to 7 ft...	18.50	170.00
1-yr., 5 to 6 ft...	15.50	140.00
1-yr., 4 to 5 ft...	12.00	110.00
1-yr., 3 to 4 ft...	10.00	90.00

### Drummond Norway Variegated Maple

6 to 8 ft., br.....	28.50	260.00
5 to 6 ft., br.....	23.50	210.00
8 to 9 ft., whips...	21.00	185.00
7 to 8 ft., whips...	20.00	175.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	14.50	130.00
4 to 5 ft., whips...	10.00	90.00

### ACER PSEUDOPLATANUS Improved Spæthi

12 to 14 ft., br....	37.50	350.00
10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
6 to 7 ft., whips...	12.50	115.00
5 to 6 ft., whips...	10.00	90.00
4 to 5 ft., whips...	8.00	70.00

### ACER RUBRUM (Red Maple)

10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
4 to 5 ft., br....	12.50	115.00

### ACER SACCHARUM MONUMENTALE

(Columnar Sugar Maple)		
8 to 10 ft.....	27.50	250.00
7 to 8 ft., whips...	25.00	225.00
6 to 7 ft., whips...	22.50	200.00
5 to 6 ft., whips...	20.00	175.00
4 to 5 ft., whips...	17.50	150.00
3 to 4 ft., whips...	15.00	125.00

### BETULA ALBA

(European White Birch)		
12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	27.50	250.00
8 to 10 ft., br....	22.50	200.00
6 to 8 ft., br....	16.50	150.00
5 to 6 ft., br....	12.00	110.00
4 to 5 ft., br....	9.00	85.00
3 to 4 ft., br....	6.50	60.00

### FRAXINUS QUADRANGULATA (Blue Ash)

10 to 12 ft., br....	37.50	350.00
8 to 10 ft., br....	32.50	300.00
6 to 8 ft., br....	27.50	250.00
5 to 6 ft., br....	22.50	200.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	15.00	135.00
4 to 5 ft., whips...	12.00	105.00

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Shoreview Recreation Center, San Mateo, with luncheon served on a no-host basis at the nearby Casa Mateo motel and restaurant. The morning session will be devoted to talks on oak-root fungus, new strains of trees commonly used as street trees and tree surgery.

The afternoon schedule features a tour of one of the city parks, where group leaders will point out excellent and poor examples of tree work that has been done in the park, including cavity filling and cabling, with comments on each.

A display of sprayers and other equipment has also been arranged. The committee plans to invite the public to the tour in order to impress homeowners with the importance of engaging experts to perform tree surgery operations.

During the short business session that followed Mr. Pitcher's report, letters were read from some of the groups of tree surgeons in neighboring counties who are interested in becoming units of the association. One group from Monterey county came to the meeting and made formal application for the formation of its unit. It was accepted with applause.

### Beetle Control

There was a short discussion on the increasing occurrence of infestations of the red turpentine bark beetle in the region, a pest which is doing a great deal of damage to pines on hills, along the roadsides and in other open areas. The method of attack of the insect was explained, and its prevention by the use of lindane was suggested as most satisfactory though not entirely so.

It was noted that this pest attacks trees that have been weakened through some other cause, such as the past three years' dry winters, which have damaged all noncultivated vegetation in the area. Best control suggested was the destruction by burning of all trees and tree parts that have been killed or damaged by the pest. In this way the larvae will be destroyed before they become adults and spread to trees not already infested.

At the December meeting (December 21 this year) officers for the coming year are to be elected. The constitution provides that members are to be elected by secret ballot but that no official nominations are to be made. Each eligible member writes on his ballot the two men whom he would prefer for president and vice-president for the coming year, though he does not designate the office for which he feels the man is

## MAHONIA AQUIFOLIUM

(Oregon-Washington Holly Grape)

A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

	Per 100	Per 1000
1-yr., S. ....	\$ 5.00	\$ 40.00
2-yr., S. ....	7.00	60.00
3-yr., S. ....	10.00	90.00

SEEDLINGS have been root-pruned to insure a good root system. The 3-yr. seedlings have also been cut back, to make a more bushy, compact plant.

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### Bulk Grown — Priced Right

	Per 100	Per 1000
<b>Abies balsamea</b> (Balsam Fir) Symmetrical pyramid. 12 to 18 ins., not transplanted.....	\$14.00	\$126.00
<b>Abies concolor</b> (White Fir) Bluish foliage, one of the best. 6 to 9 ins., not transplanted.....	10.00	90.00
<b>Abies lasiocarpa</b> (Alpine Fir) Dark silvery tinged foliage. 6 to 9 ins., once transplanted.....	13.00	117.00
<b>Abies veitchii</b> (Veitch Fir) Shiny green above, silvery beneath. 6 to 9 ins., not transplanted.....	10.00	90.00
<b>Picea excelsa</b> (Norway Spruce) Rapid growing, deep green foliage. 12 to 18 ins., once transplanted, B. R.....	14.00	126.00
<b>Picea glauca densata</b> (Black Hills Spruce) Handsome, hardy, bluish-green. 6 to 12 ins., once transplanted.....	14.00	126.00

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10,000 or more.

### For Future Christmas Trees

	Per 100	Per 1000
<b>Picea jezoensis hondoensis</b> Highly ornamental. 3 to 6 ins., not transplanted.....	\$ 7.00	\$ 63.00
<b>Picea mariana</b> (Black Spruce) Dark green conifer from Canada. 12 to 24 ins., not transplanted.....	14.00	126.00
<b>Picea pungens</b> (Colorado Spruce) Splendid Christmas tree subject. 6 to 9 ins., once transplanted.....	12.00	108.00
9 to 12 ins., once transplanted, B. R.....	15.00	135.00
12 to 15 ins., once transplanted, B. R.....	18.00	162.00
<b>Picea rubens</b> (Red Spruce) Shiny, dark green conifer from Canada. 12 to 18 ins., not transplanted.....	12.00	108.00
<b>Pseudotsuga</b> (Dwarf Blue Douglas Fir) A superior, slow-growing form. 6 to 12 ins., not transplanted.....	12.00	90.00

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That wild English Yews (*Taxus baccata*) are known to have trunk diameters of more than 10 feet.

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best suited. The member named most often in the ballots becomes president and the runner-up becomes vice-president.

Usually offered by a committee selected for the purpose is a list of members whom the committee has contacted and who have agreed to accept a position if they should be elected to it. The office of secretary-treasurer is voted on after nominations are made for that place. Phillip Parsons, a member of the staff of the department of chemistry at Stanford University, is now serving his fifth term in that position.

### OREGON NOTES

Dr. Edward K. Vaughan, professor of plant pathology at Oregon State College, Corvallis, has written two articles on plant diseases for the new 15-volume "Encyclopedia of Science and Technology." His articles are on raspberry and blackberry diseases and on currant and gooseberry diseases.

Both the Sunday Oregonian Home and Garden magazine and the Oregon Journal Northwest Living magazine carried articles on November 13 concerning new roses developed by Peterson & Dering, Scappoose.

According to Erwin Fowler, Mil-

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FROM YOU?

### Quality Stock

CONIFERS AND BROAD-LEAVED  
EVERGREENS  
SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES  
NURSERY SUPPLIES

Write for our Catalog

ton Nursery Co., Milton-Freewater, general chairman, plans are now completed for the annual convention of the Oregon Association of Nurserymen at the Multnomah hotel January 25 and 26.

Frank A. Doerfler, F. A. Doerfler & Sons, Salem, will show pictures of his trip to Europe at the next meeting of the Clackamas chapter of the O. A. N.

Clint McDaniel, Carlton Rose Nursery, Carlton, recently attended

the bay area rose show at Oakland, Calif. He took with him a large consignment of roses from Oregon Roses, Inc., Hillsboro, which were displayed at the show. C. H. P.

QUAINTANCE NURSERY is now open for business in its new location in the Glenwood shopping center, Eureka, Calif.

SOM MARUYMA and his son, John, recently purchased the Meridian Nursery, San Jose, Calif.

# CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the January 15 issue must be received by Friday, December 23.

Forms for February 1 issue will close Friday, January 13.

## AZALEAS

**AZALEAS**  
Heavy, well-shaped 2-yr. plants, budded, 3 to 5 ins., packed in boxes for shipment at no extra charge.  
**DWARF AND SEMI-DWARF VARIETIES**  
Christmas Cheer  
Coral Bells  
Hexe  
Hinodagiri  
Macrantha

\$25.00 per 100.

### INDICA VARIETIES

Heavy, well-shaped 2-yr. plants, budded, 6 to 8 ins., packed in boxes for shipment at no extra charge.

Brilliant  
Daphne Salmon  
Elegans  
Fisher Pink  
Formosa

Judge Solomon  
King's White  
Pride of Mobile  
President Clay  
Southern Charm

\$25.00 per 100.

### AZALEA LINERS

Heavy, well-shaped 1-yr. transplants, available April 1, 1961.

**DWARF AND SEMI-DWARF VARIETIES**  
Christmas Cheer  
Coral Bells  
Hexe  
Hinodagiri  
Hino-Crimson  
Lentengroot  
Macrantha

Sweetheart Supreme

\$12.50 per 100, \$110.00 per 1000.

\$1000.00 per 10,000.

### INDICA VARIETIES

Daphne Salmon  
Elegans  
Fisher Pink  
Formosa  
George L. Tabor

Judge Solomon  
King's White  
Mrs. G. G. Gerbing  
President Clay  
Pride of Mobile

\$12.50 per 100, \$110.00 per 1000.

\$1000.00 per 10,000.

### FLOWERWOOD NURSERY, INC.

R. 1, Box 130 Mobile, Ala.

### BECKY AZALEA

New Azalea with longer lasting flowers. Full graded plants in clay pots for forcing as needed. Write for prices, stating quantity required. ORDER NOW.

Patent No. 1699.

VOSTERS NURSERIES AND GHSES., INC.

Secane, Pa.

**HINO-CRIMSON, GLENN DALES, ETC.**  
Thousands of beautiful Kurume, and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Selling fast—order now. Landscape sizes, liners.

THE TANKARD NURSERIES, Exmore, Va.

## AZALEAS

25 varieties.

Field-grown and rooted cuttings.

### WIGMORE'S NURSERIES

Norman Ave., Riverside Pk., Riverside, N. J.  
Phone BELmont 5-2210.

## AZALEAS

For forcing and landscape planting.

Write for our full trade list.

### THE LEVICK NURSERY CO.

R. F. D. 3 Bridgeton, N. J.

## AZALEAS

Completely hardy, well-budded, mollis x sinensis hybrid Azaleas, 60 varieties. Ask for our list.

MESKERS BULB CO., WALDWICK, N. J.

## BARBERRIES

Barberry liners, Crimson Pigmy, julianae, julianae nana, mentorensis. Please see complete list on pages 62-63.  
Templeton, Phytotektor, Winchester, Tenn.

## BERRY PLANTS

### LATHAM RASPBERRY PLANTS

Top quality plants, New Jersey twice state inspected. Grown in fumigated soil. Plants are a heavy grade with an exceptionally fine root system.

No. 1, 3/16 to 1/4-in., \$45.00 per 1000.

No. 1, 1/4-in. up, \$55.00 per 1000.

Prices are F.O.B. Free packing. Fall or spring delivery.

### BRIDGE VIEW NURSERY

Waterford Works, N. J.

## BEECHES

**FAGUS SYLVATICA, 2-YR. GRAFTS**  
Each, 100

Asplenifolia (Fernleaf Beech),  
18 to 24 ins. .... \$2.00  
Bicolor, 15 to 18 ins. .... 2.00  
Pendula (Weeping Green Beech),  
18 to 24 ins. .... 1.75  
Pyramidalis (Pyramid Green Beech),  
18 to 24 ins. .... 1.75  
Riversi (River's Purple Beech),  
18 to 24 ins. .... 1.75  
WHERE QUALITY EXCELS. NO CHARGE FOR PACKING.

C. HOOGENDOORN, NURSERYMAN  
408 Turner Rd. Newport, R. I.

## BULBS and TUBERS

### TUBEROUS BEGONIAS

Double-flowered CAMELLIA type, 8 colors.

1 1/4 to 1 1/2-in. .... \$ 6.50 \$ 55.00

1 1/2 to 2-in. .... 10.00 90.00

2 to 2 1/2-in. .... 15.00 135.00

2 1/2-in. up, mammoth .... 20.00 175.00

Double-flowered FIMBRIATA (Carnation), 6 colors.

1 1/4 to 1 1/2-in. .... \$ 7.50 \$ 65.00

1 1/2 to 2-in. .... 13.50 125.00

2-in. up .... 16.50 145.00

PENDULA (hanging basket type), 6 colors.

1 1/4 to 1 1/2-in. .... \$ 8.00 \$ 70.00

1 1/2 to 2-in. .... 13.50 125.00

2-in. up .... 17.50 165.00

PICOTEE, bicolor red and white double flowered.

1 1/4 to 2-in. .... \$13.50 \$125.00

MULTIFLORA HYBRIDS, reds, salmons, yellows.

MULTIFLORA MAXIMA (new), 6 colors.

1-in. up .... \$13.50 \$125.00

Minimum order \$10.00.

### GLOXINIAS

The best leading commercial varieties.

1 1/4 to 1 1/2-in. .... \$ 7.50 \$ 65.00

1 1/2 to 2-in. .... 15.00 140.00

2-in. .... 22.00 200.00

2 1/2-in. up (mammoth) .... 27.50 250.00

Minimum order \$10.00.

### FANCY-LEAVED CALADIUMS

Over 100 of the finest new commercial named varieties in regular and lance-leaved type. Send for our colored charts with cultural directions.

No. 3, 3/4 to 1-in. .... \$ 6.00 \$ 50.00

No. 2, 1 to 1 1/2-in. .... 10.00 90.00

No. 1, 1 1/2 to 2 1/2-in. .... 16.00 150.00

Jumbo, 2 1/2 to 3 1/2-in. .... 23.00 220.00

Mammoth, 3 1/2-in. up .... 35.00 325.00

Minimum order \$10.00.

Include postage charges when requesting shipments by parcel post.

### LOUIS DANK

1170 Broadway New York 1, N. Y.

Dahlias, exhibition varieties: Orfeo, P. of H. and Bronze I. C.; Jersey Beauty, D-Day, Huge Bronze, Orchid, Red, Gold F. D., 100, \$15.00; 1000, \$120.00. Rainbow Mix, 100, \$12.00; 1000, \$100.00. Adams Flower Gardens, New Martinsville, W. Va.

Cannas, northern-grown: The President, Red and Yel. Humbert, Mme. Crozy, Hungaria, R. Wallace. Bulbs, 150, \$10.00; 1000, \$60.00, f.o.b. Adams Flower Gardens, New Martinsville, W. Va.

## BUXUS

Buxus sempervirens (Boxwood), from 2-yr. beds, 6 to 8 ins., \$12.00 per 100, \$100.00 per 1000. Mountville Nurseries, Mountville, Pa.

Check Your Stock NOW!

If you have a surplus

sell it through the

American Nurseryman Classified Ads.

## CLEMATIS

### CLEMATIS VINES

Large flowering, from 4-in. pots.

Blooming size, 1-yr. frame, 85c each.

Gypsy Queen, purple

Lanuginosa candida, white

Ernst Markham, red

Lawsoniana, sky-blue.

Plants shipped bare-root.

Cash with order.

### FOUR STAR NURSERY

8215 238th S. W. Edmonds, Wash.

## DOGWOODS

**CORNUS FLORIDA RUBRA**  
(Pink Dogwood)

Northern-grown, sheared tops.  
3 to 4 ft., B&B. .... \$ 3.75  
4 to 5 ft., B&B. .... 5.00  
5 to 6 ft., B&B. .... 6.50  
6 to 7 ft., B&B. .... 8.00  
7 to 8 ft., B&B. .... 15.00

Pickup at nursery.

### BROOKVILLE NURSERIES

Box 53, Northern Blvd., Glen Head, L. I., N.Y.

### PINK DOGWOOD LINERS

On transplanted stock Per 100 Per 1000

12 to 18 ins. .... \$45.00 \$375.00

18 to 28 ins. .... 60.00 500.00

SEIZ DOGWOOD NURSERY

317 Sawmill Lane Horsham, Pa.

## EUONYMUS

### EUONYMUS LINERS

ROOTED CUTTINGS from open frame.

Per 100 Per 1000

E. fortunei coloratus .... \$6.50 \$45.00

E. fortunei Sarcoxile .... 8.00 60.00

E. fortunei minimus .... 8.00 60.00

E. patens .... 6.50 45.00

E. patens, small leaf .... 6.50 45.00

FOX NURSERY, HUMANSVILLE, MO.

## EVERGREENS, Liners

### EVERGREEN LINERS

Per 100 Per 1000

GLOBE ARBORVITAE,

woodward, dark green, 1-yr.

transplants, 4 to 6 ins. .... \$30.00 \$250.00

Hovey's, green; 1-yr. transplants, 4 to 6 ins. .... 25.00 200.00

2-yr. transp., 6 to 8 ins. .... 40.00 300.00

PYRAMIDAL ARBORVITAE,

compacta, green, 1-yr.

transplants, 5 to 7 ins. .... 35.00 300.00

JUNIPER, Blue Pfitzer,

(chinensis hetzi), 1-yr.

transplants, 5 to 7 ins. .... 25.00 200.00

JUNIPER, Irish, 1-yr. transplants, 4 to 6 ins. .... 30.00 250.00

JUNIPER, Andorra, 1-yr.

transplants, 4 to 6 ins. .... 30.00 250.00

JAP. YEW, grown from seed,

Taxus cuspidata capitata,

upright, pyramidal, 4-yr.

transp. (2-2), 6 to 12 ins. .... 30.00 200.00

JAP. YEW, transplanted rooted cuttings.

Taxus cuspidata, spreading,

1-yr. transp., 5 to 6 ins. .... 25.00 175.00

2-yr. transp., 6 to 8 ins. .... 35.00 250.00

Taxus hicksii, upright,

1-yr. transp., 5 to 7 ins. .... 25.00 175.00

2-yr. transp., 8 to 10 ins. .... 40.00 300.00

Taxus brownii, upright,

1-yr. transp., 4 to 6 ins. .... 25.00 175.00

2-yr. transp., 6 to 8 ins. .... 40.00 300.00

JAPANESE HOLLY (Ilex),

retundifolia, transplants,

6 to 10 ins. .... 35.00 300.00

convexa, transplants,

6 to 10 ins. .... 35.00 300.00

6 to 10 ins. .... 35.00 300.00

AMERICAN HOLLY, FEMALE,

10 per cent male, 1-yr.

transplants, 8 to 12 ins. .... 50.00 400.00

DELIA BRADLEY,

1-yr. transp., 8 to 12 ins. .... 50.00 400.00

MUSSER FORESTS, INC.

Box 16LC Indiana, Pa.

### MIAMI NURSERY PRICE LIST

#### 2-YR. POTTED STOCK

The finest: Taxus, Arborvitae, Junipers

and broad-leaved liners and rooted cuttings.

2-yr., pot-grown stock, 7 to 9 ins., sheared,

20c to 25c each, per 1000 rate.

1-yr.-old, heavy rooted cuttings, 8c to 10c,

per 1000 rate.

NOTE: Write for price list with full line

of potted stock and rooted cuttings. "GET

ACQUAINTED" OFFER on 250 2-yr. pot

plants or 250 rooted cuttings. Special prices

on large quantities. Samples free on request.

Call collect TIPP CITY, MO 7-6398.

MIAMI NURSERY CO., TIPP CITY, O.

## 3-YR. BEDDED, POTTED

	Each	100	1000
Andorra Juniper, 8 to 10 ins., T.	\$0.50	\$50.00	\$500.00
10 to 15 ins., T.	.60	60	600
Pfitzer Juniper, 8 to 10 ins., T.	.50	50	500
10 to 15 ins., T.	.60	60	600
Pfitzer comp. Juniper,			
8 to 10 ins., T.	.50	50	500
10 to 15 ins., T.	.60	60	600
Taxus hicksi, 6 to 10 ins., T.	.45	45	450
Thuja globosa, 12 to 15 ins., T.	.50	50	500
Thuja pyramidalis,			
18 to 24 ins., T.	.60	60	600
Thuja wareana (Siberian),			
12 to 15 ins., T.	.50	50	500
2-YR. POTTED, 2 1/4-IN. POTS			
Juniper, Pfitzer	.27 1/2	25	250
Taxus, Adams columnaris	.30	27 1/2	275
Taxus browni	.30	27 1/2	275
Taxus hatfieldi	.30	27 1/2	275
Taxus intermedia	.30	27 1/2	275
Thuja woodwardii	.25	22 1/2	225

THE HOLLANDIA GARDENS  
South Vienna, O.PINE, SPRUCE SEEDLINGS  
AND LINERS

	100	1000
Scotch Pine, 3-yr., 9 to 14 ins.	\$ 6.00	\$30.00
(French and Spanish strains)		
Co. Blue Spruce, 4-yr.,		
6 to 12 ins.	10.00	50.00
Norway Spruce, 3-yr., 6 to 12 ins.	6.00	35.00
Juniperus glauca hetzi, 2-yr.,		
6 to 12 ins.	30.00	300.00
Spreading Jap. Yew, 4-yr.,		
6 to 12 ins.	40.00	400.00

## Write for complete list.

## PAINT CREEK NURSERIES

R. D. 1 Shippensburg, Pa.

## LINING-OUT EVERGREENS

SEE OUR DISPLAY AD  
IN THIS ISSUE

ON PAGES 20-21.

## CARTWRIGHT NURSERY CO.

Collierville, Tenn.

## ROOTED CUTTINGS

Rooted in open beds in summer of 1960.	
Ilex rotundifolia	.5c
Ilex hicksi	.5c
Ilex microphylla	.5c
Ilex biflori	.5c
Ilex bullata	.5c
Ligustrum lucidum	.4c

Write for complete list of liners and finished Evergreens.

## STRAIN &amp; SONS NURSERY

Highway 31 South Athens, Ala.

## BERCKMANS' GOLDEN ARBORVITAE

## OUR SPECIALTY

Sturdy liners, dirt-grown in full sun.	
Each, 100	1000
4 to 6 ins.	\$0.08 \$0.07 1/2
6 to 8 ins.	.11 .10
8 to 10 ins., transplanted	.17 .15
10 to 12 ins., transplanted	.22 .20

## THE BUSH RANCH

140 Woodland Dr. Thomasville, Ga.

James W. Lawson, Mgr. Phone CA 6-4245

## FIELD-GROWN LINING-OUT STOCK

Strong liners that will please you.	
Each, 100	1000
Hemlock, TT, 8 to 10 ins.	.25c 22 1/2c
Hemlock, TT, 10 to 12 ins.	.35c 32 1/2c

The 100 rate applies beyond the beetle zone.

## TWIN CEDAR NURSERY

Williamsburg, Mass.

## KOSTER BLUE SPRUCE

1-yr. grafts, \$1.50.

Fall delivery.

Cash with order.

## FOUR STAR NURSERY

8215 238 St., S. W. Edmonds, Wash.

## SPECIAL FALL PRICES, 250,000 LINERS

Taxus cuspidata, 1, 2, 3 and 4 yrs.	
Taxus hicksi, 1, 2, 3 and 4 yrs.	
Taxus browni, 2 and 3 yrs.	

Write for price list.

Special prices on lots of 5000.

## DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

## ROOT YOUR CUTTINGS

## 1-YR. WOOD ONLY.

TAXUS YEWs, per 100, 6 1/2 c;	
1000, 6c; 5000 up, 5c.	

## PONTIUS GREENHOUSE AND NURSERY

8425 Butternut Ridge Elyria, O.

Phone GL 8-4839 (DDD area code No. 216)

Junipers, strong rooted cuttings of many varieties, rooted in soil since spring 1960.

Please see complete list on pages 62-63.

Templeton, Phytotektor, Winchester, Tenn.

Nandinas, nice well-rooted, 18 to 24 ins., \$7.50 per 100, \$65.00 per 1000. Shipped bare-root in moss.

Boston Mountain Nursery, Mountainburg, Ark.

## SEEDLINGS AND TRANSPLANTS

See our display ad on page 44 of this issue.

## W. S. YOE NURSERIES

Lake St. Madison, O.

## EVERGREENS, B&amp;B

B&B EVERGREENS	
Biota aurea nana, 15 to 18 ins.	\$1.00
Biota aurea, 21 to 24 ins.	1.70
Euonymus japonicus, 15 to 18 ins.	1.00
Juniperus hetzi, 15 to 18 ins.	1.35
Juniperus hibernica, 24 to 30 ins.	1.35
Juniperus stricta, 15 to 18 ins.	1.00
Juniperus stricta, 30 to 36 ins.	2.00
Thuja pyramidalis, 24 to 30 ins.	1.70
Pink-flowering Almond, 18 to 24 ins.	1.00
Dbf. red-flowering Peach, 4 to 5 ft.	2.00
Silver Maple (1 1/2 in. cal.), 6 to 8 ft.	1.50
Forsythias (heavy br.), 4 to 5 ft.	1.00
Calif. Privet (1-yr.), 18 to 21 ins. (dbl.)	1.00

(Root-wrapped with soil.)

All stock B&amp;B at above prices.

F.O.B. Sewell, N. J.

Write for complete listing.

OAKVIEW NURSERY, INC.

Phone Canal 7-2450 Sewell, N. J.

## SURPLUS STOCK

## EXCELLENT QUALITY, B&amp;B

10,000 Pfitzer and Hetz glauca Junipers, 18 to 24 ins., \$1.75; 24 to 30 ins., \$2.25.

5,000 Irish Juniper, 2 to 3 ft., \$1.50; 3 to 4 ft., \$2.00.

5,000 Nandinas, 15 to 18 ins., \$1.00; 18 to 24 ins., \$1.25.

Write for our new price list.

ROLLER'S NURSERY, ROGERS, ARK.

## EVERGREENS, Miscellaneous

## EVERGREENS

Coniferous and broad-leaved.

Large assortment of varieties and sizes.

Complete wholesale list on request.

## WAYNESBORO NURSERIES

Waynesboro, Va.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

## FOLIAGE PLANTS

## BIG-LEAVED PHILODENDRON

## TOTEM POLES

Pertusum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, \$1.60 each pot.

Hastatum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, \$1.60 each pot.

The above 6-in. pots packed 9 per carton.

No packing charge.

## BAYWOOD NURSERIES CO., INC.

P. O. Box 24 Plymouth, Fla.

## FRUIT AND NUT TREES

## FRUIT TREES

50 trees at 100 rate.

## EACH, PER 100

PEACHES, 1 and 2-yr., branched

2 to 3 ft., 5/16-in. cal. \$0.35

3 to 4 ft., 7/16-in. cal. .40

4 to 5 ft., 9/16-in. cal. .50

5 to 6 ft., 11/16-in. cal. .60

Most all leading commercial varieties including MARCUS.

PEARS, 1 and 2-yr., branched

4 to 5 ft., 9/16-in. cal. \$0.60

5 to 6 ft., 11/16-in. cal. .70

6 to 7 ft., 1-in. up. .80

Good selection available.

## APPLES, 2-yr.

3 to 4 ft., 7/16-in. cal. \$0.50

4 to 5 ft., 9/16-in. cal. .60

5 to 6 ft., 11/16-in. cal. .70

## PLUMS, APRICOTS, 1 and 2-yr.

3 to 4 ft., 7/16-in. cal. \$0.55

4 to 5 ft., 9/16-in. cal. .70

5 to 6 ft., 11/16-in. cal. .85

Packing free when cash accompanies order.

## GILMORE PLANT &amp; BULB CO.

Julian, N. C.

## PAPER SHELL PECAN TREES

The finest quality Paper Shell Pecan trees.

Grown under irrigation, individually stake-trained and with fibrous, machine-dug root systems that make them EASY TO SELL.

EASY TO PLANT AND EASY TO GROW!

Varieties still available: Stuart, Success, Mahan, Garner and Burkett. Send your order TODAY.

## PRICES, BARE-ROOT TREES

10 100 500

1 to 2 ft. \$0.90 \$0.85 \$0.80

2 to 3 ft. 1.30 1.25 1.20

3 to 4 ft. 1.45 1.40 1.35

4 to 5 ft. 1.85 1.80 1.75

5 to 6 ft. 2.60 2.55 2.50

6 to 8 ft. 3.80 3.70 3.60

8 to 10 ft. 4.95 4.85 4.75

## WOLFE NURSERY

Box 811-C-3 Stephenville, Tex.

Montmorency Cherry trees, budded from virus-free stock. 2-yr.-old, 9/16-in. and up. Very reasonable prices. Write for quotations.

Mori's Nursery, R. R. 2, Niagara-on-the-Lake, Ont.

## PAPER SHELL PECANS

Arp-grown, heavy, clean, grafted trees, bare or packaged. Posters, Labels, Thomas Black Walnut, Japanese Persimmon. Beautiful. Permanent shade. Productive, too! Deliveries with Roses. FRESH.

ARP NURSERY CO. Tyler, Tex.

Box 3338-S

## APPLE AND PEAR UNDERSTOCK

For Apple and Pear understock for budding and grafting, see our display ad, page 66. Shipped to suit. Liberal grading. Packaged for long distance shipping.

## WHITEROCK NURSERIES

Box A Crockett, Tex.

## PIXWELL GOOSEBERRY

2-yr. No. 1, 25c each.

## BERGESON NURSERY, FERTILE, MINN.

## GERANIUMS

## QUALITY GERANIUM CUTTINGS

Unrooted, \$4.50 per 100, \$40.00 per 1000; rooted, \$8.50 per 100, \$80.00 per 1000. Special varieties slightly higher. Catalog of over 150 leading varieties free.

C. SECRET, MUSCATINE, IA.

## GRAPEVINES

## GRAPE CUTTINGS

Concord, Niagara, Delaware, \$7.50 per 1000.

State inspected. Ripe wood. Mich. cuttings root better. Order now. No orders taken after January 15.

PAW PAW PLANT CO., PAW PAW, MICH.

## GROUND COVERS

## GROUND COVERS

Myrtle (Vinca minor) common Periwinkle, strong 20 to 25-cane clumps, \$50.00 per 1000.

Pachysandra terminalis, 1-yr., rooted, \$50.00 per 1000.

English Ivy (Hedera helix), 1 to 2-yr., rooted cuttings, \$50.00 per 1000.

Hall's halliana (creeping Honeysuckle), white to yellow bloom, \$47.50 per 1000; 3 to 5, branched, cut back.

Euonymus coloratus, rooted under mist, \$57.00 per 1000.

Cinnamon and Christmas Ferns, \$9.00 per 100.

H. C. WAUGH

Upper River Rd. Gallipolis, O.

Hardy Myrtle (Vinca minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Pachysandras, sand-rooted cuttings, \$40.00 per 1000. English Ivy, sand-rooted cuttings, \$40.00 per 1000. Cash.

Also posted stock of all items listed.

Samuel I. Minder, 1245 Wabank Rd., Lancaster, Pa. Phone EX 3-6347.

## HARDWOOD CUTTINGS

## CUTTING WOOD

Taxus media Sebian

Taxus media hicksi

Taxus cuspidata

Arborvitae, Woodward globe

Arborvitae, pyramidal

Arborvitae, dark green American

2c each.

## DUGAN NURSERIES, INC.

Center St. Perry, O.

## HARDWOOD YEW CUTTINGS

Unrooted. Hand-trimmed from good stock.

Taxus cuspidata, spd. Taxus browni

Taxus hicksi Taxus intermedia

Pfitzer Blue Jun. cut.

\$20.00 per 1000. F.O.B. Cash in advance.

Shipped now to January 15. No packing charge.

## JOSEPH HOLLER FLORIST &amp; NURSERY

Paris, Ill.

## HARDY PLANTS

## HARDY PLANTS

Our new fall and spring catalog is ready and is yours FREE. Write for it today. 75 illustrations in full color, showing the many exciting perennials your customers will be asking for.

## WALTERS GARDENS

R. R. 2 Zealand, Mich.

## HARDY PLANTS

First quality, 1-yr. plants, all sand-grown, properly spaced in rows for size. Delphinium and Phlox our specialty. Write for complete perennial list today. Order now for fall and spring 1961 shipments.

## RICHARDS GARDENS

Box AN Plainwell, Mich.

## BETTER PERENNIAL PLANTS

with that wonderful root system.

## FINEST FIELD GROWN

Over 500 varieties.

## WELLER NURSERIES CO., Holland, Mich.

America's best source

for Hardy Plants is

## THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

Primroses, hardy, evergreen; mixed colors only, \$12.50 per 100, \$100.00 per 1000.

Mountville Nurseries, Mountville, Ga.

## HARDY PLANTS—Continued

SPECIAL LIST  
FIRST TIME OFFERED  
CHOICE HARD-TO-GET PERENNIALS  
ALL LANDSCAPING SIZE

Aethionema Warley Rose  
Anchusa myosotidiflora  
Artemisia Silver Mound  
Aster Frikari  
Campanula Wedgwood  
Clematis mandchurica  
Dicentra spectabilis, 2 to 3, 3 to 5, 5 to 8-eye  
Dictamnus frax, albus, 3-yr.  
Callunas, in variety  
Helleborus niger  
Heuchera Flute de Feu  
Heuchera Rosamondi  
Heuchera sanguinea  
Iberis, in variety  
Liatris, in variety  
Lythrum, in variety  
Polygonum Reynoutria  
Potentilla aurea verna  
Pulmonaria angustifolia azurea  
Sedum, in variety  
Stokesia Blue Danube  
Teucrium canadense  
Teucrium chamaedrys  
Verbascum, in variety  
Veronica, in variety  
Quotations available on above in quantity requirements. Send for our catalog listing full line of perennials.

SPRINGBROOK GARDENS, INC.  
Helsley Rd. Mentor, O.

## PITZONKA'S FIELD-GROWN

PERENNIALS  
Write for trade list.  
PITZONKA'S PANSY FARM & NURSERY  
Bristol, Pa.

## BLEEDING HEARTS

4 to 6 eyes, 100 per case.....\$24.00  
4 to 6 eyes, 50 per case..... 18.00  
2 to 4 eyes, 100 per case..... 19.00  
MESKERS BULB CO., WALDWICK, N. J.

Liriope (Ophiopogon), hardy, evergreen,  
for walks and borders, \$20.00 per 1000.  
Mountville Nurseries, Mountville, Ga.

SPECIALISTS IN HARDY PERENNIALS  
Ask for wholesale offer.  
PEARCE SEED CO., Moorestown, N. J.

## HEMEROCALLIS

HEMEROCALLIS  
Send for wholesale list.  
MIDDLEPEN PLANTATION  
Orangeburg, S. C.

9,500 Active Nurseries  
are in need of stock.  
List your offerings in the  
American Nurseryman Classified Section.

## HOLLY

LIVING POTTED CHRISTMAS HOLLY  
Stocky 6 to 12-in. plants of North Jersey  
grown hardy AMERICAN HOLLY and ENG-  
LISH HOLLY, cutting-grown, guaranteed  
female. Decorated with clusters of bright red  
berries. Choice of 3-in. red or green alumi-  
num or green plastic pots. Please specify type  
of Holly and pot and color. Also guaranteed  
MALE PLANTS (10c less per plant if not  
decorated).

	No. per carton	Price per carton*
	1-3	4-14 15 up
Aluminum pots	18	\$12.25 \$11.30 \$10.40
Plastic pots	25	16.75 15.50 14.25

\*F.o.b. Somerville, N. J. Shipped via rail  
or truck express. Remit for 20 lbs. if parcel  
post desired. 60c less per carton for pickup  
or delivery at cost.  
ORDER NOW FOR IMMEDIATE SHIPMENT  
JOHN VERMEULEN & SON, INC.  
P. O. Box 336-A Neshaun Station, N. J.

## HOLLY

English, Silver variegated.  
2½-in. pots, 3-in. tall, 30c; 10 ins. tall, 35c;  
12 ins. tall, 40c; 4-in. pots, single stem, 60c;  
4-in., well-branched, 75c. 4-in. pots, Osman-  
thus ilicifolius variegatus, well-branched, 60c.  
Ready now. Cash with order, please.  
KRUSCHKE GREENHOUSES  
Clackamas, Ore.

## ILEX OPACA

Named varieties of northern origin, in sizes  
from 2 ft. to 6 ft., priced according to height  
and fullness. A few larger sizes. Also crenata  
rotundifolia, Hetz and convexa.  
SIMPSON ORCHARD CO., INC.  
1504 Wheatland Rd. Vincennes, Ind.  
Phone TU 2-2441

## CONVEXA HOLLY BARGAIN

Thousands of heavy Ilex crenata convexa  
(bullata), rotundifolia, etc., sizes 15 ins., 18  
ins., 24 ins. Cheap per 1000. See these pretty  
Hollies yourself. Will meet you at airport,  
Columbia, S. C. Dial SY 2-3429 or SY 2-3859.  
PRIERSON'S FLOWERS, Denmark, S. C.

## Ilex, cornuta and crenata liners.

Please see complete list on pages 62-63.  
Templeton, Phytotektor, Winchester, Tenn.

## Ilex Foster's hybrid No. 2, liners.

Please see complete list on pages 62-63.  
Templeton, Phytotektor, Winchester, Tenn.

## HONEYSUCKLES

## HONEYSUCKLES

Lonicera japonica halliana extra-heavy  
No. 1, 3 and 4-yr., 18 to 24-in. field plants.  
3, 4 to 6 leads, \$40.00 per 1000; lighter  
grade, \$30.00 per 1000; sample, 100, \$4.00.  
Experienced labor for grading and packing  
quantity orders. Immediate shipment. No  
order too large. Phone OR 2-4612.  
ROBINSON NURSERY CO., Greenville, Ga.

Hall's Honeysuckle, good plants, well  
packed, \$25.00 per 1000.  
Mountville Nurseries, Mountville, Ga.

## HYDRANGEAS

HYDRANGEA NIKKO BLUE  
Hardy blue, Per 10 Per 100  
3-yr., 3 canes or more.....\$5.00 \$45.00  
2-in. pots..... 12.50 115.00  
3-yr., 2 canes..... 3.50 30.00  
WAYNESBORO NURSERIES  
Waynesboro, Va.

## IVIES

## BALTIMORE IVY

Hardest ivy. Fine for wall or ground  
cover. True stock. Well-rooted plants.  
Per 100 Per 1000  
Rooted cuttings.....\$ 7.00 \$ 65.00  
2-in. pots..... 12.50 115.00  
2-in. pots.....\$15.00 \$140.00  
Euonymus coloratus, 2-in. pots 12.00 110.00  
STRATFORD GARDENS  
Russell Breece, M. R. 9 Delaware, O.

## BALTIMORE IVY

Very hardy.  
Good ground or wall cover.  
Rooted cuttings,  
\$7.00 per 100, \$65.00 per 1000.  
NEIDEL'S NURSERY  
216 Park Ave. Oil City, Pa.

## LILACS

## LILACS

A list of 25 fine varieties grown from cut-  
tings which guarantee own-root stock. Sizes  
available: 2 to 3 ft., 3 to 4 ft. and 4 to 5 ft.  
Ideal for landscape and retail store trade.  
Write for list and prices.  
THE SIEBENTHALER CO.  
3001 Catalpa Dr. Dayton 5, O.

## LILIES

Lilium formosanum, Wilson strain, pure  
white-flowered selections.  
Bulb size (circumference) Per 25 Per 100  
3 to 4 ins. ....\$ 4.25 \$15.00  
4 to 5 ins. .... 5.25 18.00  
5 to 7 ins. .... 8.25 28.00  
7 to 9 ins. .... 10.25 35.00  
Seeds, oz., \$2.50; 4 oz., \$3.00; 8 oz., \$14.00;  
lb., \$24.00, postpaid. Growing instructions.  
Lilyacres, R. 1, Box 19, Fairhope, Ala.

## LINING-OUT STOCK

## EVERGREENS

	Each	25
Arbortvitae, globe,		
2-yr., X		\$.03
Arbortvitae, orientalis pyramidalis,		
2-yr., X		.30
Fir, Douglas,		
5-yr., 9 to 12 ins.		.30
Juniper, Pfitzer,		
2-yr., X		.30
Spruce, Colorado Blue,		
6-yr., 12 to 18 ins., X		.30
Spruce, Norway,		
5-yr., 9 to 12 ins., X		.30
6-yr., 12 to 24 ins., X		.40
Taxus browni,		
3-yr., X		.45
Taxus capitata,		
7-yr., 12 to 24 ins., fld., XX	1.50	
Taxus cuspidata expansa,		
3-yr., X		.40
4-yr., X		.50
7-yr., fld., XX	1.25	
Taxus hicksi,		
3-yr., X		.45
Taxus hennipelliana,		
3-yr., X		.45

## BROAD-LEAVED EVERGREEN LINERS

Euonymus, Flaggpole,		
3-yr., XX		\$.04
Euonymus radicans erectus,		
3-yr., XX		.40
Cornus, Kelsey dwarf,		
2-yr., X		\$.025
Cotoneaster apiculata,		
2-yr., X		.40
Euonymus, Europ. Aldenhamensis,		
2-yr., X		.25
Mock Orange, virginialis,		
1-yr., heavy		.09
2-yr., fld., X		.20
Spiraea froebelii,		
1-yr., heavy		.09
2-yr., fld., X		.20

## THE HOME NURSERY

C. S. Ingels & Sons  
On Route 17 In Stark County  
La Fayette, Ill.  
Phone 12R2

## LINING-OUT STOCK

All plants bare-root except where noted.  
Average Evergreens, 6 to 8 ins. or better.  
Shrubs, etc., 8 to 10 ins. or better. Best roots  
in the business. We ship all 12 months.

## EVERGREENS

Andorra Juniper	\$.05
Armstrong Pfitzer Juniper	.10
Blue Hetz Juniper	.05
Burk Juniper (upright tree), no com-	
petition can touch you on Burk	.12
Compact Pfitzer Juniper	.08
Hill's Dark Green Am. Arborvitae	.12
Hillbush Juniper (virginialis)	.14
Pfitzer Juniper	.07
Procumbens Juniper	.10
Rosefield's Montana Green Juniper	
(scopolorum), No trimming	.30
Rosefield's Moonglow Juniper	
(scopolorum, A denser Blue Heaven)	.30
Savin Juniper	.04
Thomas Blue Creeper	.10
Taxus cuspidata	.10
Von Ehron Juniper	.06
Compact Pfitzer Juniper (dwarf Pfitzer,	
bands)	.16

## DECIDUOUS

Deutzia gracilis, 5 to 6 ins.	.06
Forsythia Arnold's Brilliant	.06
Forsythia Arnold's Dwarf	.06
Forsythia Arnold's Giant	.06
Forsythia Beatrix Farrand	.05
Forsythia Lynwood Gold	.04
Forsythia nana compacta	.04
Forsythia Spring Glory	.04
Blue Spiraea (Caryopteris)	.06
Hydrangea P.G.	.10
Hypericum Hidcote	.05
Hypericum kalmianum, dwarf, hardy,	
pretty. Should sell	.05
Honeysuckle, Zabel, Bush	.05
Honeysuckle, heckrodti, Vine, evbl.	.06
Honeysuckle, Clavey's Dwarf, Bush	.06
Privet, Golden Vicary, All yellow	.06
Privet, Lodense	.04
Privet, Regels	.04
Privet, Chinese, Wayside Garden strain	.04
Spiraea macrothyrsa, evbl. pink plumes	.06
Spiraea Anthony Waterer	.12
Viburnum op. sterile (Snowball)	.10
Viburnum tomentosum	.10
Weigela vanicoki	.06

## BROADLEAFS

Euonymus carrierei	.04
Euonymus coloratus	.04
Euonymus patens Flaggpole (small leaf)	.04
patens, large leaf	.04
patens Newport (medium leaf)	.04
patens Owen (small leaf)	.04
radicans erectus (small leaf)	.04
patens Rosehill (medium leaf)	.04
radicans, upright (Sarcoxie)	.07

Honeysuckle, Purple Leaf (Texas).  
Vine. Fine for canes and planters.  
Honeysuckle, Gold Net, Vine, Variegated  
Pyracantha Kusan, a heavy berried  
Ialandi, Hardier  
Pyracantha Ialandi  
Pyracantha pauciflora, canes and planters  
PERENNIALS  
Phlox subulata Scarlet Flame, newest  
variety and most brilliant color  
Emerald Pink  
Teucrium chamaedrys  
Less than 300 total order, 2c more per  
plant. Less than 50 of any item, 4c more per  
plant.  
Shipment now or book your order for spring.  
McNINCH GREENHOUSES  
St. Joseph, Mo.

## ORNAMENTAL LINERS

Heavy rooted, select lining-out stock, dug  
bare-root, packed in damp moss and deliv-  
ered to carrier of your choice at no extra  
charge.

Variety and size	Per 100
Ilex burfordi, 8 to 12 ins., bare-root	\$12.50
Ilex buxifolia, 8 to 12 ins., bare-root	12.50
Ilex bullata, 8 to 12 ins., bare-root	12.50
Ilex helleri, 6 to 8 ins., bare-root	12.50
Ilex rotundifolia, 8 to 12 ins., bare-root	12.50
Ilex vomitoria (dwarf Yaupon), 6 to 8 ins., bare-root	12.50
Magnolia liliflora, 12 to 18 ins., bare-root	30.00
Sasanqua (Camellia) Cleopatra, 8 to 12 ins., bare-root	15.00
Sasanqua (Camellia), Mine-no- yuki, 8 to 12 ins., bare-root	15.00
Cleyera japonica, 8 to 12 ins., bare-root	12.50
Magnolia nigra, 12 to 18 ins., bare-root	30.00
Magnolia soulangeana, 12 to 18 ins., bare-root	30.00

## POTTED LINERS

Pyracantha Victory, 2½-in.  
pots .....\$15.00 per 100  
FLOWERWOOD NURSERY, INC.  
R. 1, Box 130 Mobile, Ala.

## HEAVY LINERS FROM FIELD BEDS

	Per 100
Taxus hicksi, 2-yr., 8 to 12 ins., T.	\$30.00
Taxus cuspidata, 2-yr., 8 to 12 ins., T.	30.00
Taxus capitata, 2-yr., 8 to 12 ins., T.	32.00
Taxus browni, 2-yr., 8 to 12 ins., T.	35.00
Taxus vermeulen, 2-yr., 8 to 12 ins., T.	30.00
Taxus andersoni, 2-yr., 8 to 12 ins., T.	32.00
The above varieties in 3-yr., TT	45.00
The above varieties in 4-yr., TT	50.00
The above varieties in 5-yr., TTT	65.00

STROHL'S NURSERY  
5204 St. Joe Rd. Fort Wayne, Ind.

Mahonia bealei, strong 1-yr. seedlings.  
Please see complete list on pages 62-63.  
Templeton, Phytotektor, Winchester, Tenn.

## LINING-OUT STOCK

	Per 100	Per 1000
Acer platanoides, 2-yr., T, FR, 12 to 18 ins.	\$15.00	\$120.00
Azalea mollis, seedlings, mixed, 4 to 6 ins.	25.00	200.00
Euonymus vegetus, 2-yr., T, FR, 6 to 9 ins.	35.00	300.00
Fagus sylvatica, grafting size, 2-yr., T, FR, 6 to 9 ins.	12.00	100.00
Fagus sylvatica, 4-yr., TT, FR, 12 to 18 ins.	40.00	350.00
Fagus sylvatica, 4-yr., TT, FR, 2 to 3 ft.	50.00	450.00
Ginkgo biloba, 1-yr., seedlings, 4 to 6 ins.	7.50	70.00
Ginkgo biloba, 2-yr., T, FR, 6 to 10 ins.	18.00	170.00
Ilex aquifolium (Eng. Holly), 2-yr., T, beds, 18 to 24 ins., staked	75.00	650.00
Pieris japonica, 1-yr., T, beds, 15.00	100.00	
Pieris japonica, 2-yr., T, beds, 35.00	300.00	
Pieris japonica, 3-yr., T, beds, 45.00	400.00	
Pieris japonica, PINK, 3-yr., T, beds	55.00	500.00
Quercus palustris, 2-yr., T, FR, 12 to 18 ins.	20.00	150.00
Quercus palustris, 3-yr., TT, FR, 3 to 4 ft.	50.00	450.00
Taxus cusp. upright, 2-yr. seedlings (over 5000, \$70.00 per 1000)	10.00	90.00
Taxus cusp. upright, 3-yr. seedlings	15.00	120.00
Taxus cusp. upright, 3-yr., T, beds	20.00	150.00
Taxus cusp. upright, 4-yr., TT, FR, 9 to 12 ins., heavy	40.00	350.00
Taxus densiformis, 2-yr., T, beds	30.00	250.00
Taxus densiformis, 3-yr., T, beds	45.00	400.00
Taxus densiformis, 4-yr., TT, FR, 6 to 9 ins., heavy	60.00	550.00
Taxus densiformis, 5-yr., TT, FR, 9 to 12 ins., heavy	75.00	700.00
Taxus hatfieldi, 2-yr., T, beds	30.00	250.00
Taxus hatfieldi, 3-yr., T, beds	45.00	400.00
Taxus hatfieldi, 4-yr., TT, FR, 6 to 9 ins., heavy	60.00	550.00
Taxus hatfieldi, 5-yr., TT, FR, 9 to 12 ins., heavy	75.00	700.00
Tilia cordata, 1-yr. seedlings, 6 to 12 ins.	10.00	90.00
Tilia cordata, 3-yr., T, FR, 3 to 4 ft.	50.00	450.00
Tilia cordata, 3-yr., T, FR, 2 to 3 ft.	35.00	300.00
Zelkova serrata, 1-yr. seedlings, 8 to 12 ins.	7.50	60.00
Zelkova serrata, 2-yr. seedlings, 12 to 15 ins.	10.00	80.00
Zelkova serrata, 2-yr., T, FR, 15 to 18 ins.	18.00	150.00

(Zelkova, substitute for American Elm, not subject to Dutch Elm disease.)  
— once transplanted; TT — twice transplanted; FR — field row.

BOULEVARD NURSERIES, INC.  
Newport, R. I.  
Phone VI 6-1263

## LINING-OUT STOCK

	100	1000
Ilex convexa	\$20.00	\$180.00
Ilex rotundifolia	20.00	180.00
Ilex hetzi	20.00	180.00
Juniperus pfitzeriana	20.00	180.00
Juniperus hetzi	20.00	180.00
Taxus andersonii	20.00	175.00
Taxus brevifolia	20.00	175.00
Taxus capitata, field-grown	25.00	225.00
Taxus capitata, Adam cutting-grown	25.00	225.00
Taxus canadensis stricta	16.00	150.00
Taxus cuspidata	17.50	150.00
Taxus hatfieldi	17.50	150.00
Taxus hunnewelliana	17.50	150.00
Taxus hicksii	17.50	150.00
Taxus intermedia	17.50	150.00
Taxus henryi	20.00	175.00
Taxus densiformis	20.00	175.00
Taxus vermeulenii	17.50	150.00
Taxus wardi	17.50	150.00
Taxus Moon's columnaris	20.00	175.00
Taxus browni	17.50	150.00
2-yr. bedded in the open		
Ilex convexa, 6 to 9 ins.	\$25.00	\$200.00
Ilex rotundifolia, 6 to 9 ins.	25.00	200.00
Ilex hetzi, 6 to 9 ins.	25.00	200.00
Taxus Adams col., 12 to 15 ins.	50.00	450.00
Taxus Moon's col., 8 to 12 ins.	30.00	250.00
Taxus cuspidata, 6 to 9 ins.	30.00	250.00
Taxus hatfieldi, 6 to 9 ins.	30.00	250.00
Taxus cuspidata comp., 6 to 9 ins.	30.00	250.00
Taxus hunnewelliana, 8 to 9 ins.	30.00	250.00
Taxus browni, 6 to 9 ins.	30.00	250.00
Taxus intermedia, 6 to 9 ins.	30.00	250.00
TAXUS CAPITATA, SEEDLING-GROWN		
1-yr. seedlings	100	1000
2-yr. seedlings	\$ 6.00 \$ 50.00 \$ 450.00	
3-yr. seedlings	10.00 90.00 750.00	
4-yr. seedlings, transplanted, 6 to 10 ins.	30.00 250.00 2250.00	
CORNUS FLORIDA (WHITE DOGWOOD)		
Seedlings		
1-yr., No. 1 grade	\$ 6.00 \$ 50.00 \$ 450.00	
1-yr., No. 2 grade	5.00 40.00 350.00	
1-yr., No. 3 grade	4.00 30.00 250.00	
2-yr., No. 1 grade	12.50 100.00 900.00	
2-yr., No. 2 grade	10.00 90.00 750.00	

Special prices on large quantities.

Put list on request.

VERKADE'S NURSERIES, WAYNE, N. J.

## LINING-OUT STOCK

	EACH, 100	1000
Acer palmatum atropurpureum BLOODGOOD, strong 2-yr. grafts	\$.175	...
OSSIS BENI, strong 2-yr. grafts	1.50	...
Cedrus atlantica glauca, 1-yr. grafts	1.00	...
Cornus elegantissima, 2-yr., florida rubra, 2-yr. grafts	.25	...
Cotoneaster praecox, 2-yr., T, 6 to 12 ins.	.50	\$.075
Euonymus alatus compactus, 2-yr., T, 9 to 12 ins.	.30	.25
3-yr., T, 12 to 18 ins., branched, suitable for mail order	.45	.40
Euonymus vegetus, strong 2-yr., T	.30	.25
Fagus sylvatica asplenifolia, 2-yr. grafts	2.00	...
bicolor, 2-yr. grafts	2.00	...
pendula, 2-yr. grafts	1.75	...
riveris, 2-yr. grafts	1.75	...
Laburnum vossii, 1-yr. seedlings	.15	\$.12 1/2
Magnolia soulangeana, 1-yr., T, cuttings	.50	.45
2-yr., T, cuttings	.75	...
Picea pungens glauca, 4-yr., T, Rhododendron wilsoni, 2-yr., T	.25	.20
Rhus cotinus ROYAL PURPLE, 1-yr. grafts, bedded	.75	.60
Thuja nigra, 2-yr., T	.40	.35
orientalis aurea nana, strong 2-yr., T, cuttings	.50	.45
Viburnum setigerum (or thierferum), 2-yr. seedlings, 18 to 24 ins.	.18	.15
wrightii, 2-yr. seedlings, 15 to 18 ins.	.15	.12
Weigela vanicelli, 1-yr., SW, cuttings	.25	.20

WHERE QUALITY EXCELS. No charge for packing.

C. HOOGEENDOORN

408 Turner Rd. Newport, R. I.

## POT-GROWN GRAFTS

All our understocks are potted up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

	Per 100
*Acer palmatum atropurpureum	\$ 75.00
*Carpinus betulus fastigiata	60.00
Cedrus atlantica glauca	75.00
Cedrus atlantica aurea	100.00
*Cornus florida rubra	50.00
*Cornus florida rubra Prosser	65.00
*Cornus florida pendula	60.00
*Cornus florida flore-plena	60.00
*Cornus florida velchii var.	65.00
*Cornus kousa chinensis	60.00
*Cornus kousa speciosa	60.00
*Hamamelis mollis	50.00
*Hamamelis brevipedata	100.00
Fagus sylvatica Tricolor	75.00
*Fagus sylvatica riveris	60.00
*Fagus sylvatica pendula	60.00
*Fagus sylvatica heterophylla	60.00
*Fagus sylvatica fastigiata	60.00
*Magnolia stellata	75.00
*Magnolia stellata rubra	75.00
*Magnolia stellata Water Lily	75.00
Magnolia yulan	75.00
Magnolia cordata (yellow)	75.00
Picea pung. glauca moerheimii	100.00
Pinus cembra	60.00
Pine, Tanyosho	60.00
*Viburnum carlesii	50.00
Viburnum juddii	50.00
Viburnum chunwoodii	50.00
Viburnum chenaultii	50.00

Varieties marked with a star can be supplied in 1-yr. field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.

VERKADE'S NURSERIES, WAYNE, N. J.

## LINING-OUT STOCK

Bedded 2-yr. in open field.  
Samples sent on request, free of charge, as we are proud of our stock.

	Per 1000
TAXUS	
andersoni, 8 to 10 ins.	\$240.00
browni, 8 to 10 ins.	240.00
cuspidata, 8 to 10 ins.	200.00
hicksii, 8 to 10 ins.	225.00
hunnewelliana, 8 to 10 ins.	225.00

JUNIPERS

Andorra, 6 to 8 ins.	200.00
Hetz glauca, 8 to 12 ins.	200.00
Savin, 8 to 10 ins.	225.00
Von Ehron, 8 to 10 ins.	225.00

THUJAS

Am. dark green, 8 to 12 ins.	225.00
Pyramidal, 8 to 12 ins.	225.00
Woodward globe, 6 to 10 ins.	200.00

3-YR. BEDDED, 2X, trimmed

Taxus cuspidata, 10 to 12 ins.	350.00
Taxus andersoni, 10 to 12 ins.	400.00

Total orders less than 300, add 5c each plant.

## LINCOLN NURSERIES

R. D. 2 Grand Rapids 4, Mich.

## BEFORE YOU ORDER, CONSIDER

To skimp on the liner, which is the lowest end cost of your investment, is poor judgment. Buy only top quality in the better varieties. "Finer Liners" have been our goal for 40 years.

New EARLY-BIRD discount list now ready.

JOHN VERMEULEN & SON, INC.

P. O. Box 336A Neshanic Station, N. J.

## ROOTED CUTTINGS

Berckmans' Arborvitae	Chamaecyparis allumi
Spiny Greek Juniper	Blue Lawson
Retinispora cripplii	Retinispora ericoides
Baker's Arborvitae	Podocarpus
Globe Arborvitae	Green Pittosporum
Pfitzer Juniper	Ilex East Palatka
Ilex burfordi	Photinia serrulata
Ilex bullata	Photinia glabra
Hetz Juniper	
3 to 5 ins., rooted cuttings	10 100 1000
Pfitzer Juniper	Photinia glabra
Var. Pittosporum	
4 to 6 ins.	10 100 1000
Dwarf Euonymus	Viburnum suspensum
Viburnum odorat.	Buxus japonica
Buxus harlandi	Ilex rotundifolia
Gardenia radicans	Gardenia fortunei
4 to 6 ins.	10 100 1000
3 to 5 ins., rooted cuttings	10 100 1000
Photinia serrulata	Baker's Arborvitae
Buxus harlandi	Ilex burfordi
Globe Arborvitae	
6 to 8 ins.	10 100 1000
Podocarpus	Photinia glabra
8 to 12 ins.	2.50 15.00 125.00

FLOWERWOOD NURSERY

P. O. Box 206 Cairo, Ga.

## STRONG LINING-OUT STOCK

100,000 Ilex burfordi, rooted cuttings, 3 to 4 ins.	4c
100,000 Ilex rotundifolia, rooted cuttings, 3 to 4 ins.	4c
100,000 Ligustrum lucidum, rooted cuttings, 3-in.	2 1/2 c
25,000 Abelia grandiflora, 6 to 12 ins., field	5c
100,000 Pfitzer Juniper, rooted cuttings, 4 to 6 ins.	6c
25,000 Pfitzer Juniper, 2-yr., 10 to 15 ins.	16c
8,000 Euonymus coloratus, rooted cuttings, 3 to 4 ins.	4c
30,000 Old English Boxwood, 3 to 4 ins.	6c
20,000 Old English Boxwood, 6 to 7 ins.	12c
50,000 Nandina seedlings	1c
600 lbs. Nandina seed, \$1.00 per lb.	

E. F. DUBOSE NURSERY

Huntsville, Ala.

## HEAVY 3-YR. TRANSPLANTS, SHEARED

Taxus browni, 10 to 12 ins.	
Taxus cuspidata, 10 to 12 ins.	
Taxus densiformis, 10 to 12 ins.	
Taxus Halloran, 10 to 12 ins.	
Taxus henryi, 10 to 12 ins.	
Taxus hicksii, 10 to 12 ins.	
Taxus Moon's columnaris, 10 to 12 ins.	
Taxus Seban intermedia, 10 to 12 ins.	
Taxus hunnewelliana, 10 to 12 ins.	
Taxus thayerae, 10 to 12 ins.	
Taxus wardi, 10 to 12 ins.	
Taxus capitata, 3-yr. seedlings, 6 to 9 ins.	
Thuja occidentalis, 3-yr. transp., 8 to 10 ins., heavy	
Picea excelsa, selected understocks, transp.	

Samples upon receipt of postage.

## VERKADE'S NURSERIES

New London, Conn.

## HEAVY BEDDED LINERS

Azalea mollis	Each
1-yr., TT	\$0.25
2-yr., TT, br.	.35
3-yr., 12 to 15 ins., potting grade	.75
Leucothoe catesbaei	.45
Pieris floribunda	.45
6 to 9 ins.	.45
Pieris japonica	.45
6 to 9 ins.	.45
9 to 15 ins., potting grade	.75
Rhododendron hybrid seedlings	.75
12 to 15 ins.	.75
Taxus hicksii	.90
12 to 15 ins., 5-yr., field-grown potters, br.	.90

DUGAN NURSERIES, INC.

Center St. Perry, O.

## LINING-OUT STOCK

SEE OUR DISPLAY AD IN THIS ISSUE ON PAGE 18.

## CARTWRIGHT NURSERIES

Collierville, Tenn.

## LINERS OF THE BETTER KINDS

Novelties and rare items.  
Write for price list.

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SEED, SEEDLINGS AND TRANSPLANTS  
Hardy species and hybrids. Send for list.

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Watch Your Results From American Nurseryman Classified Ads.

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MAGNOLIA GRANDIFLORA	
8 to 10 ins.	2 1/2-in. pots. .12c
10 to 16 ins.	.16c
16 to 20 ins.	.18c
Qt. cans	
12 to 16 ins.	.20c
20 to 30 ins.	.25c
30 to 36 ins.	.30c
B&B stock	
2 to 3 ft.	\$1.50
3 to 4 ft.	2.00
4 to 5 ft.	3.00
5 to 6 ft.	4.00
6 to 7 ft.	5.25
7 to 8 ft.	6.75

The above liners were grown in the open and are hardy. The B&B stock will be wrapped in root-proof burlap and string if so desired. Plants root pruned.

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Phone 572-R4, Tunica, Miss.

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Alexandrina, 2-yr., T cuttings.		
18 to 24 ins.		\$0.75
Soulangiana, 1-yr., T cuttings.		.50
2-yr., T cuttings, 18 to 24 ins.		.75
WHERE QUALITY EXCELS. NO CHARGE FOR PACKING.		
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40 1/2 Turner Rd.	Newport, R. I.	

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**JAPANESE RED MAPLES**  
(*Acer palmatum atropurpureum*)  
Carefully selected. Finest red only.  
For fall 1960 and spring 1961.  
2-yr. transplants ready for field planting.

LIGHTER GRADE		Each, 100 more
2-yr., light branched, 8 to 10 ins.		\$0.32 \$0.30
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2-yr., light branched, 12 to 15 ins.		.45 .42
HEAVY GRADE		
2-yr., nicely branched, 8 to 10 ins.		.40 .38
2-yr., nicely branched, 10 to 12 ins.		.48 .45
2-yr., nicely branched, 12 to 15 ins.		.55 .50
Large enough for 6-in. pot for immediate resale. From well-shaped open beds. Extra nice.		
3-yr., well-branched, 12 to 15 ins.		\$0.80 \$0.75
3-yr., well-branched, 15 to 18 ins.		.95 .90
3-yr., well-branched, 18 to 21 ins.		1.15 1.10
4-yr., well-branched, 18 to 21 ins.		1.60 1.50
Extra heavy from field rows		
4-yr., bushy, 10 to 15 ins.		1.10 1.05
5-yr., bushy, 12 to 15 ins.		1.40 1.30
Some 5-yr. very bushy. No shipping (B&B)		
5-yr., B&B, 12 to 15 ins.		2.00 .95
5-yr., B&B, 15 to 18 ins.		2.50 .95
Shipped dormant. Packed in sphagnum.		
Late fall or early spring.		
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**COLLECTED ACER**  
**RUBRUM AND SACCHARUM**  
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3000 or more plants . . . . . 42.50  
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PEONIES		3-5 eyes 2-3 eyes
BARONESS SCHROEDER		103 39
CLAIRETTE		15 15
FELIX CROUSSE		63 17
FESTIVA MAXIMA		50 44
GEORGIANA SHAYLOR		40 .
KARL ROSENFELD		255 124
LADY ALEXANDER DUFF		80 38
L'ETINCELLE		64 14
LONGFELLOW		45 .
MME. DE VERNEVILLE		183 54
MRS. FRANK BEECH		56 .
MARTHA BULLOCK		113 158
MONS. JULES ELIE		42 .
NIPPON BEAUTY		47 .
REINE HORTENSE		45 .
SARAH BERNHARDT		28 .
SOULANGE		15 12
THE MOORE		61 16
TORO-NO-MAKI		109 41
VENUS		3

Strong, healthy, cut from young block, 3 to 5-eyes, 30c each; 2 to 3-eyes, 25c each. Will sell the entire lot for 5c less per plant.  
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Duchess de Nemours Karl Rosenfield  
Edulis Superba Reine Hortense  
Felix Crousse Sarah Bernhardt  
Festiva Maxima  
Heavy roots, 20c.  
Packing free.

ALSO  
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3-yr.-old, whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.  
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Red, white, pink, purple and two-tone.  
2-yr., \$15.00 per 10, \$125.00 per 100, in balanced assortment. 50 take 100 rate. Pot now for spring sales. Cash with order.  
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Excellent plants for fall and spring 1961.  
32 varieties of upright Phlox and 9 varieties of subulata Phlox. All sand-grown.  
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Thousands of Amur River North Privet.  
Per 100 Per 1000  
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Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

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Unnamed hybrids of hardy ponticum, ca-tawbiense parentage. Good caliper and foliage for grafting, growing on or over-the-counter sales. Firm lightweight ball. Bed-grown, XX transplants.  
6 to 8 ins. . . . . 30c  
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Excellent quality.  
for landscaping and garden centers.  
PARMENTER'S ROSES  
Bayport, L. I., N. Y.  
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RHODODENDRONS  
Hardy, hybrid seedlings, liners.  
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\*Recommended for forcing Per 10 Per 100  
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**FINEST QUALITY ROSES SINCE 1923**  
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Top quality plants for living fences and  
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Root-crown Approximate  
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2 to 3 mm. 8 to 15 ins. \$12.50  
3 to 5 mm. 12 to 18 ins. 17.50  
3 to 8 mm. 12 to 24 ins. 22.50  
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lings grown especially for understock. Nema-  
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The above prices are F.O.B. Griggsville,  
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shipping unless otherwise requested. Our  
storage facilities are the best. ORDER NOW  
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nematode-free. Our sandy loam produces the  
finest root system. Our high quality is well  
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Caliper and approximate height Per 1000  
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3 to 8 mm. 15 to 24 ins. 22.50  
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back to about 10 ins. for shipping unless  
you state otherwise. Prices are F.O.B. Glen  
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add 30 per cent.  
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2 to 3 mm. \$11.00 per 1000  
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Grows true from seed to 5 ft.  
Double red flowers, white freestone fruit.  
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U. S. Dept. of Agriculture certification.  
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Birch, Cutleaf, white.....\$12.50  
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1 1/2 ins. .... 6.75  
Ginkgo..... 6.75  
8 to 10 ft. .... 2.50  
Hackberry, common..... 4.25  
8 to 10 ft. .... 2.50  
1 1/2 ins. .... 2.50  
Honey Locust, thornless..... 5.75  
1 1/2 ins. .... 7.50  
2 ins. .... 13.00  
Linden, American..... 18.00  
2 ins., B&B..... 7.00  
Maple, Norway..... 20.00  
2 1/2 ins., B&B..... 2.50  
Maple, Norway, columnare..... 4.00  
1 1/2 ins. .... 6.50  
3 1/2 ins. .... 6.50  
Maple, Crimson King..... 8.00  
1 1/2 ins., B&B..... 19.50  
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1 1/2 ins. .... 15.50  
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2 1/2 ins., B&B..... 2.50  
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6 to 8 ft. .... 4.00  
8 to 10 ft. .... 6.00  
1 1/2 ins. .... 5.25  
1 1/2 ins. .... 14.00  
Phellodendrons..... 5.00  
1 1/2 ins. .... 25.00  
Sycamores..... 10.00  
3 ins., B&B..... 14.00  
Tulip Tree..... 19.00  
1 1/2 ins., B&B..... 10.00  
2 1/2 ins., B&B..... 19.00  
Yellowwood, American..... 10.00  
6 to 8 ft., B&B.....

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Plume grass, clumps.....\$0.40  
**EVERGREENS**  
Fir, Douglas.....\$2.75  
18 to 24 ins., B&B..... 2.75  
Juniper, Irish..... 2.75  
3 to 3 1/2 ft., B&B..... 2.25  
Juniper, Pfitzer..... 2.25  
15 to 18 ins., B&B..... 2.75  
18 to 24 ins., B&B..... 3.25  
Pine, Austrian (nigra)..... 3.25  
18 to 24 ins., B&B..... 3.00  
24 to 30 ins., B&B..... 5.75  
Pine, Red (resinosa)..... 2.75  
24 to 30 ins., B&B..... 2.75  
Pine, Scotch..... 5.75  
4 to 4 1/2 ft., B&B..... 2.75  
Pine, White..... 4.50  
3 to 3 1/2 ft., B&B..... 2.75  
3 1/2 to 4 ft., B&B..... 2.25  
Spruce, Colorado..... 2.25  
18 to 24 ins., B&B..... 1.25  
Spruce, Norway..... 2.75  
18 to 24 ins., B&B..... 2.75  
Taxus capitata..... 2.75  
12 to 18 ins. .... 2.75  
Taxus cuspidata..... 2.50  
12 to 15 ins., B&B..... 2.50  
Thuja, globe..... 2.25  
15 to 18 ins., B&B..... 2.00  
Thuja, pyramidal..... 2.00  
18 to 24 ins., B&B.....  
24 to 30 ins., B&B.....  
18 to 24 ins., B&B.....  
Barberry, Mentor.....\$0.45  
15 to 18 ins. ....

(Continued in next column)

(Continued from previous column)  
Cotoneaster divaricata..... 1.25  
2 to 3 ft., B&B..... 2.00  
3 to 4 ft., B&B..... 3.00  
3 to 4 ft., heavy, B&B..... 2.10  
Cotoneaster apiculata..... 2.10  
15 to 18 ins., B&B..... 2.10  
Dogwood, 1 twig (baileyi)..... 55  
3 to 4 ft. .... 50  
Euonymus (European) Aldenhamensis..... 35  
18 to 24 ins. .... 45  
Forsythia Arnold's Dwarf..... 50  
18 to 24 ins. .... 50  
24 to 30 ins. .... 50  
Honeysuckle, Winter..... 50  
3 to 4 ft. .... 60  
Honeysuckle, zabeli..... 30  
4 to 5 ft. .... 60  
5 to 6 ft. .... 60  
Hydrangea P.G. .... 60  
30 to 36 ins. .... 40  
Hypericum frondosum (St. John's Wort)..... 70  
18 to 24 ins. .... 30  
3 1/2 to 4 ft. .... 55  
Mock Orange, virginialis..... 70  
3 to 4 ft. .... 55  
4 to 5 ft. .... 1.05  
5 to 6 ft. .... 50  
Potentilla, Goldrop..... 60  
18 to 24 ins. .... 60  
Privet, Border..... 40  
4 to 5 ft. .... 40  
Privet, Regels..... 55  
18 to 24 ins. .... 45  
Prunus besseyi..... 65  
2 1/2 to 4 ft. .... 65  
Prunus tomentosa..... 30  
4 to 5 ft. .... 45  
5 to 6 ft. .... 45  
Spiraea Anthony Waterer..... 45  
18 to 24 ins. .... 45  
Spiraea froebelii..... 45  
24 to 30 ins. .... 55  
30 to 36 ins. .... 70  
Spiraea thunbergii..... 55  
4 to 5 ft. .... 40  
Spiraea vanhouttei..... 50  
4 to 5 ft. .... 40  
Symphoricarpos, Coralberry..... 50  
18 to 24 ins. .... 45  
24 to 30 ins. .... 45  
Symphoricarpos, Snowberry..... 45  
3 to 4 ft. .... 35  
Viburnum dentatum..... 90  
2 to 3 ft. .... 1.10  
Viburnum opulus nanum..... 60  
12 to 15 ins. .... 75  
15 to 18 ins. .... 60  
Viburnum tomentosum..... 75  
3 to 4 ft. ....

**THE HOME NURSERY**  
C. S. Ingels & Sons  
On Route 17, In Stark County  
La Fayette, Ill.  
Phone 12R2

**ORNAMENTAL SHRUBS**  
Crab Apples, 40 varieties; 1-yr. trees and  
limited number 3-yr. transplants. Descriptive  
booklet available.  
Thundercloud Plum, 1-yr. and 3 yrs., 6 to  
8 ft.  
Winter King Hawthorn, 1-yr. whips and  
3-yr. transplants, 6 to 8 ft.  
Taxus and large plants of Magnolia soulan-  
geana.

**SIMPSON ORCHARD CO., INC.**  
1504 Wheatland Rd. Vincennes, Ind.  
Phone TU 2-2441

**DWARF MAHONIA**  
Jack Mayhan is authority on mountain-  
grown Mahonia. This is a new variety selection,  
hardy as Oak. Very compact, dwarf.  
Ready now. 100,000 plants. All plants U. S.  
D. A. inspected. Cash in on my many years'  
experience.

2-yr., T, \$20.00 per 100, \$150.00 per 1000.  
Few 12 to 15 ins.  
5 to 6-yr. finished plants, \$3.00 each.  
Cash with order. Full return 5-day privilege.  
**MAYHAN NURSERY, VERADALE, WASH.**

**SALES BUILDERS**  
Do your sales need a shot in the arm?  
Try our proven **SALES BUILDERS**, as  
Norway Maple, White Birch, European Mt.  
Ash, Paul's Scarlet Hawthorn, Flowering  
Peach, Golden Chain, Faassen's Red-leaved  
Maple, Dogwoods, Flowering Crabs, etc. All  
reasonably priced. Send for surplus list, from  
one of America's progressive small nur-  
series. Send want list.

**GLOBE NURSERIES**  
Box 249, Dept. AN60 McMinnville, Tenn.

**LITTLE LEAF EUROPEAN LINDEN**  
FINE QUALITY, GOOD HEADS.  
FIBROUS ROOTS

6 to 8 ft., 1 to 1 1/2-in. \$4.50 \$3.60  
8 to 10 ft., 1 1/2 to 2-in. 7.00 5.50  
9 to 11 ft., 2 to 2 1/2-in. 9.00 7.25  
10 to 12 ft., 2 1/2 to 3-in. 12.00 10.00  
11 to 13 ft., 3 to 3 1/2-in. 15.00 12.00

**PRINCETON NURSERIES**  
Princeton, N. J.

Finest quality stock: Flowering Cherry,  
Plum, Crab, Shade, Faassen's Black and Nor-  
way Maples, White Birch and others. Rose-  
bushes, non-patented. Reasonable. Write.  
Canby Nursery, R. 3, Box 337, Canby, Ore.

Classified Ads Offer Maximum  
Results at Minimum Cost.

## SHRUBS AND TREES—Continued

ROOTED CUTTINGS, 1-YR. BEDED		Per 100 Per 1000	
Buxus sempervirens, 4 to 6 ins.	\$10.00	\$ 90.00	
Chamaecyparis cyano viridis, 4 ins.	12.00		
Chamaecyparis lutescens, 4 to 6 ins.	10.00	90.00	
Ilex bullata, 4 to 6 ins.	10.00	90.00	
Ilex crenata, 4 to 6 ins.	12.00	90.00	
Juniper, Andorra, 4 to 8 ins.	12.00	100.00	
Juniperus hibernica, 4 to 6 ins.	12.00	100.00	
Juniperus hetzi, 4 to 6 ins.	12.00	100.00	
Juniper, Pfitzer, 4 to 6 ins.	12.00	100.00	
Juniperus stricta, 4 to 6 ins.	12.00	100.00	
Juniperus communis aurea, 4 to 6 ins.	12.00		
Pachysandra, 4 to 6 ins.	4.00	35.00	
Pieris japonica, 4 to 8 ins.	12.00	100.00	
Pyracantha lalandi, 4 to 8 ins.	10.00	90.00	
Pyracantha lalandi, 4 to 8 ins. (potted)	12.00		
Retinispora plumosa aurea, 6 to 8 ins.	10.00	90.00	
Retinispora plumosa, 6 to 8 ins.	10.00	90.00	
Taxus brevifolia, 4 to 6 ins.	10.00	100.00	
Taxus browni, 4 to 6 ins.	12.00	100.00	
Taxus brevifolia, 4 to 6 ins.	10.00	100.00	
Taxus capitata, tips, 6 to 8 ins.	15.00	125.00	
Taxus cuspidata, 4 to 6 ins.	12.00	100.00	
Taxus cuspidata F&F compacta, 4 to 6 ins.	15.00	125.00	
Taxus densiformis, 4 to 6 ins.	15.00	125.00	
Taxus canadensis stricta, 4 to 6 ins.	12.00	100.00	
Taxus hatfieldi, 4 to 6 ins.	12.00	100.00	
Taxus henryi, 4 to 6 ins.	15.00	125.00	
Taxus hicksii, 4 to 6 ins.	12.00	100.00	
Taxus intermedia, 4 to 6 ins.	12.00	100.00	
Taxus Moon's columnaris, 4 to 6 ins.	12.00	100.00	
Taxus repandens, 4 to 6 ins.	12.00	100.00	
Taxus Vermeulen, 4 to 6 ins.	12.00	100.00	
English Ivy, 4 to 6 ins.	4.00	35.00	
Thuja globosa, 5 to 8 ins.	12.00	100.00	
Thuja pyramidalis, 4 to 6 ins.	10.00	90.00	
Thuja nigra, 8 to 12 ins.	10.00	90.00	
2-YR. SEEDLINGS			
Acer palmatum, 4 to 6 ins.	6.00	50.00	
Black Locust (Robinia pseudoacacia), 12 to 18 ins.	6.00	50.00	
Taxus capitata, 3 ins.	4.00	30.00	
Chinese Chestnut, 12 to 18 ins.	10.00	80.00	
Taxus capitata, 4 to 6 ins. (2-yr. seedlings)	7.00	60.00	
(in large quantity, \$50.00 per 1000)			
Taxus capitata, 6 to 10 ins. (3-yr. seedlings)	10.00	90.00	
(in large quantity, \$75.00 per 1000)			
ROOTED CUTTINGS, 2-YR. BEDED			
Per 100 Per 1000			
Juniperus hetzi, 8 to 12 ins.	\$20.00	\$190.00	
Retinispora plisifera aurea, 8 to 12 ins.	20.00		
Retinispora plumosa aurea, 8 to 12 ins.	20.00	190.00	
Retinispora plumosa, 8 to 12 ins.	20.00	190.00	
Pieris japonica, 6 to 10 ins.	20.00	190.00	
Taxus cuspidata, 6 to 8 ins.	20.00	150.00	
Taxus cuspidata F&F compacta, 6 to 8 ins.	25.00	200.00	
Taxus intermedia, 6 to 8 ins.	20.00	150.00	
Taxus browni, 6 to 8 ins.	20.00	150.00	
Taxus hicksii, 6 to 8 ins.	20.00	150.00	
Taxus brevifolia, 6 to 8 ins.	20.00	150.00	
Ilex bullata, 6 to 8 ins.	15.00	200.00	
4-YR. TRANSPLANTS			
Taxus capitata, 8 to 12 ins.	20.00	150.00	
Leucothoe catesbaei, 10 to 14 ins.	35.00		
Picea engelmannii, 5 to 8 ins.	8.00	70.00	
Picea excelsa, 6 to 12 ins.	12.00	100.00	
Picea pungens glauca, 6 to 10 ins.	12.00	100.00	
Picea pungens glauca, 6 to 10 ins.	12.00	100.00	
Pinus mughus Tyrolean, 4 to 6 ins.	20.00		
Thuja occidentalis, 8 to 12 ins.	12.00		
Tsuga canadensis, 5 to 8 ins.	10.00	90.00	
Tsuga canadensis, 6 to 10 ins.	15.00	140.00	
Tsuga canadensis, 10 to 12 ins.	20.00	190.00	
5-YR. TRANSPLANTS			
Douglas Fir, 12 to 18 ins.	10.00	80.00	
Concolor Fir, 6 to 10 ins.	15.00	130.00	
Tsuga canadensis, 12 to 15 ins.	30.00	250.00	
Picea pungens glauca, 12 to 18 ins.	20.00	140.00	
Picea (White Spruce), 12 to 18 ins.	10.00	80.00	
Picea excelsa, 12 to 18 ins.	10.00	80.00	

Berdan Ave. Wayne, N. J.

**RHODODENDRONS**  
Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.

GERARD K. KLYN, INC.  
Mentor, O.  
Wholesale Nurserymen

**SHADE TREES**  
See our display ad December 1 issue, American Nurseryman. Complete wholesale list on request.

WAYNESBORO NURSERIES  
Waynesboro, Va.

Flowering Quince liners, the best varieties, including some rare ones.  
Please see complete list on pages 62-63, Templeton, Phytotek, Winchester, Tenn.

## EVERGREEN SEEDLINGS

SCOTCH PINE (French or Spanish strain)		100	1000
2-yr. seedlings (2-0), 4 to 8 ins.	\$ 5	\$ 25	
3-yr. seedlings (3-0), 8 to 16 ins.	8	40	
WHITE PINE			
3-yr. seedlings (3-0), 5 to 10 ins.	8	40	
4-yr. transplants, grafting size.	15	75	
MUGHO PINE			
4-yr. seedlings (4-0), 4 to 8 ins.	10	50	
4-yr. transplants (3-1), 3 to 5 ins.	15	75	
JAPANESE BLACK PINE			
2-yr. seedlings (2-0), 4 to 8 ins.	9	45	
3-yr. seedlings (3-0), 8 to 14 ins.	12	60	
WHITE SPRUCE			
3-yr. seedlings (3-0), 8 to 14 ins.	8	40	
5-yr. transplants, grafting size.	20	100	
NORWAY SPRUCE			
3-yr. seedlings (3-0), 10 to 18 ins.	9	45	
5-yr. transplants, grafting size.	25	125	
COLORADO BLUE SPRUCE			
5-yr. transplants (3-2), 6 to 12 ins.	9	45	
6-yr. transplants (3-2), 8 to 14 ins.	35	175	
CANADIAN HEMLOCK			
3-yr. seedlings (3-0), 8 to 12 ins.	16	80	
CONCOLOR FIR			
3-yr. seedlings (3-0), 6 to 12 ins.	8	40	
4-yr. seedlings (4-0), 8 to 14 ins.	11	55	
4-yr. transplants (3-1), 4 to 8 ins.	16	80	
5-yr. transplants (3-2), 8 to 12 ins.	25	125	
FRASER FIR			
2-yr. seedlings (2-0), 2 to 4 ins.	8	40	
3-yr. seedlings (3-0), 5 to 10 ins.	12	60	
BALSAM FIR			
3-yr. seedlings (3-0), 4 to 8 ins.	8	40	
4-yr. transplants (3-1), 4 to 8 ins.	15	75	
BARBER'S GREEN			
2-yr. seedlings (2-0), 6 to 12 ins.	8	40	
2-yr. seedlings (2-0), 12 to 18 ins.	10	50	
WHITE FLOWERING DOGWOOD			
Seedlings, 4 to 8 ins.	7	35	
Seedlings, 12 to 24 ins.	12	60	

Box 16LC Indiana, Pa.

## SHRUBS AND TREES

Each, 100 1000	
Euonymus alatus	
2 to 3 ft.	\$0.85 \$0.80
3 to 3 1/2 ft.	1.15 1.00
Euonymus alatus compactus	
2 1/2 to 3 ft.	1.15 1.00
3 to 3 1/2 ft.	1.50 1.25
Prunus cistena	
2 to 3 ft.	.70 .65
3 to 3 1/2 ft.	.85 .80

## LINING-OUT STOCK

12 to 15 ins.	\$0.50	\$0.40
Arborvitae, pyramidal		
15 to 18 ins.	.50	.40
18 to 24 ins.	.60	.50
Juniperus hetzi		
12 to 15 ins.	.40	.35
18 to 24 ins.	.50	.45
Juniperus pfitzeriana		
9 to 12 ins.	.35	.30
18 to 24 ins.	.50	.45
Taxus cuspidata		
9 to 12 ins.	.45	.40
Taxus hicksii		
6 to 9 ins.	.50	.45
Euonymus alatus compactus		
2-yr. T. 9 to 12 ins.	.25	.20
FANCHER'S NURSERY, Sturtevant, Wis.		

FANCHER'S NURSERY, Sturtevant, Wis.

## DECIDUOUS FLOWERING TREES

Each, 10 100	
Double Flowering Peach, red, pink, white	
3 to 4 ft., 7/16-in. cal.	\$0.65 \$0.60
4 to 5 ft., 9/16-in. cal.	.85 .80
5 to 6 ft., 11/16-in. cal.	1.10 1.00
Extra heavy branched.	
Flowering Crab Apple, eleyi, Hopa, floribunda	
3 to 4 ft., 7/16-in. cal.	\$0.80 \$0.70
4 to 5 ft., 9/16-in. cal.	.95 .85
5 to 6 ft., 11/16-in. cal.	1.30 1.20
Redbud (Cercis canadensis)	
3 to 4 ft.	\$0.90 \$0.80
4 to 5 ft.	1.00 .90
5 to 6 ft.	1.40 1.30
6 to 8 ft.	2.00 1.75
Following sizes by truck shipment only.	
9 to 11 ft., 1 1/2 to 1 3/4-in. cal.	\$4.75 \$4.25
10 to 12 ft., 1 3/4 to 2-in. cal.	5.75 4.75
11 to 13 ft., 2 to 2 1/2-in. cal.	6.75 5.75
Request prices on larger sizes and balling.	
50 trees at 100 rate. Packing free when cash with order.	

GILMORE PLANT & BULB CO.  
Julian, N. C.

## SPECIAL PRICES

ON RED OAK SEEDLINGS		Per 100 Per 1000
18 to 24 ins.	\$10.00	
2 to 3 ft.	15.00	\$125.00
3 to 4 ft.	20.00	175.00
4 to 5 ft.	30.00	

EGYPTIAN NURSERY & LANDSCAPE CO.

Farina, Ill.

Day phone 3551. Night phone 3553

## HEMLOCKS

TSUGA CANADENSIS, 5 to 8 ft., in quantities.  
Price inducements to purchasers who dig and haul away.

WELLS FARM, INC., NURSERY

Collins, W. Va.

35 miles west of Pittsburgh, 27 miles north of Wheeling, Phone through Steubenville, O. exchange, Avenue R-1821.

## MAIL ORDER ITEMS

EACH, 100 1000	
Acer palmatum atropurpureum (dark Red Japanese Maple), selected types, strong 3-yr. grafts, 18 to 24 ins.	\$2.00
Buxus sempervirens, true, 2-yr. T (suitable for edging), 8 to 10 ins.	.20 \$0.17 1/2
Cornus elegantissima, 2-yr., 2 to 2 1/2 ft.	.25
Cornus florida rubra (Pink-flowering Dogwood), 18 to 24 ins., 2-yr. grafts	.90 .75
Cotoneaster praecox, 2-yr. T, 6 to 12 ins.	.50 .45
Euonymus alatus compactus (dwarf Winged Euonymus), 2-yr. T, 10 to 15 ins.	.30 .25
Euonymus alatus compactus (dwarf Winged Euonymus), 3-yr. T, 12 to 18 ins.	.45 .40
Euonymus vegetus, strong 2-yr. T, 12 to 15 ins.	.30 .25
Fagus sylvatica riversi, 2-yr. grafts, 18 to 24 ins.	1.75
Ilex glabra compacta, 2-yr. T, 4 to 6-in. spread	.30 .25
Ilex hetzi, 2-yr. T, 8 to 12 ins.	.30 .25
Ilex rotundifolia, 2-yr. T, 8 to 12 ins.	.30 .25
Leucothoe catesbaei, 3-yr. TT, 10 to 15 ins.	.40 .35
Leucothoe catesbaei RAINBOW (NEW), from cuttings, 3-yr. T, 10 to 15 ins.	.60 .50
Magnolia soulangeana, 2-yr. T cuttings, 18 to 24 ins.	.75
Picea pungens glauca (Colorado Blue Spruce), 4-yr. T, 6 to 9 ins.	.25 .20
Rhododendron carolinianum, 3-yr. TT, 6 to 10 ins.	.60
Rhus cotinus Royal Purple (new dark purple-red leaf Smoke-bush), 1-yr. grafts, bedded	.75 .60
Taxus cuspidata, 4-yr. TT, FR., 9 to 12 ins.	.60 .50
Taxus densiformis, 4-yr. TT, FR., 9 to 12 ins.	.75 .60
Thuja nigra, 2-yr. T, 12 to 15 ins.	.40 .35
Thuja orientalis aurea nana, strong 2-yr. T, cuttings, 10 to 12 ins.	.50 .45
Viburnum setigerum (or Thierum), 2-yr. S., 18 to 24 ins.	.18 .15
Viburnum wrightii, 2-yr. S., 15 to 18 ins.	.15 .12

WHERE QUALITY EXCELS  
NO CHARGE FOR PACKING  
C. HOOGENDOORN, NURSERYMAN  
408 Turner Rd. Newport, R. I.

## COLLECTED, INSPECTED HARD MAPLE

Each Per 1000	
2 to 4 ft.	\$0.20 \$175.00
4 to 6 ft.	.30 275.00
6 to 8 ft.	.50 450.00
8 to 10 ft.	1.00 850.00
10 to 12 ft.	1.50 1250.00
AMERICAN IRONWOOD (Ostrya virginiana)	
6 to 8 ft.	\$1.00 each
8 to 10 ft.	1.50 each

## HARDWOOD CUTTINGS

Shrubs: Cornus, Forsythias, Hydrangeas, A. N. Privet, Honey suckles, Philadelphus, Spiraea, Snowberries. Write for varieties and prices.  
Evergreens: Taxus, Retinisporas and Junipers, \$15.00 per 1000.

Cash in advance not necessary.

THE SCOTCH GROVE NURSERY

Scotch Grove, Ia.

## TREES TREES

Maples, Pin, Red and Live Oaks, Willows, Birches, Crab Apples. Order your large sizes of B&B trees now so we can select them before they are picked over and dig them during the winter months when we can devote the amount of time to do the job just right. Burlap is treated and balls are protected in sawdust until you want delivery in late winter or spring.

Send for wholesale list showing varieties and reasonable prices for quality trees, shrubs, Evergreens, Azaleas.

THE TANKARD NURSERIES, Exmore, Va.

## CHINESE ELM SEEDLINGS

6 to 12 ins.	\$10.00 per 1000
12 to 18 ins.	15.00 per 1000
18 to 24 ins.	22.50 per 1000
2 to 3 ft.	35.00 per 1000

## RUSSIAN OLIVE SEEDLINGS

12 to 18 ins.	\$25.00 per 1000
18 to 24 ins.	37.50 per 1000
2 to 3 ft.	55.00 per 1000

ROPER & KOPPENHEFER NURSERY

2029 Judson Dr. Manhattan, Kan.

## COLLECTED STOCK

CANADIAN HEMLOCK  
SUGAR MAPLES  
BIRCH CLUMPS, BERNERS  
AND WILDFLOWERS  
Send for wholesale list.  
LAMPREY RIVER NURSERY  
Radford H. Palmer

R. F. D. 1 Durham, N. H.

Dawn Redwood (Metasequoia).

Please see complete list on pages 62-63.

Templeton, Phytotek, Winchester, Tenn.

## TAXUS

**TAXUS CAPITATA**  
Upright Japanese Yew,  
grown from Japanese imported seed.  
2-yr. seedlings. Seed sown lightly.  
75,000 2-yr. seedlings, 1000 10,000  
4 to 6 ins. .... \$75.00 \$600.00  
65,000 2-yr. seedlings,  
6 to 8 ins. .... 90.00 750.00

**SHADE'S NURSERY**  
624 Colonial Club Dr. Harrisburg, Pa.  
Phone Harrisburg KI 5-5417  
5 miles east of Harrisburg on U. S. Route  
22. Turn north at Inn. 22, nursery 1 mile  
north of U. S. Route 22.

## TAXUS

Japanese Yew (capitata), from seed.  
(3-2-3), 10 to 18 ins., T, \$1.00 each.  
Twice sheared, good color, massive roots.  
(3-0), 3-yr., S, 4 to 6 ins.,  
\$85.00 per 1000, \$10.00 per 100.  
(2-0), 2-yr., S, bed-run, 2 to 6 ins.,  
\$60.00 per 1000, \$7.50 per 100.  
Also Pine, Spruce, Fir.

## DENTON NURSERY

Route 1 Conneaut, O.

## TAXUS

TAXUS	EACH.	100	1000
Brevifolia, 2-yr., T	\$.40	\$40.35	
Brown, 2-yr., T	.40	.35	
Cuspidata, 2-yr., T	.40	.35	
4-yr., TT, FR	.60	.50	
Densiformis, 2-yr., T	.45	.40	
4-yr., TT, FR	.75	.60	
Hatfield, 2-yr., T	.40	.35	

WHERE QUALITY EXCELS. No charge  
for packing.

## C. HOOGENDOORN

408 Turner Rd., Newport, R. I.

## 100,000 UNROOTED TAXUS CUTTINGS

Taxus, intermedia, wardi, hicksi, cuspidata,  
browni, capitata, tips or side branches.  
\$17.50 per 1000.

## THEODORE KLEIN NURSERIES

Crestwood, Ky.

## TAXUS

Spreading, 18 to 24 ins., 24 to 36 ins.  
Hicksi, 18 to 24 ins.  
Brown, 15 to 18 ins., 18 to 24 ins.  
20,000 to choose from. Reduced prices. Must  
clear leased land.

## BRAINE &amp; FOREMAN

Route 2 Sharon, Pa.

**SPECIAL OFFER. 21,000 TAXUS CUTTINGS**  
1-yr.-old. Special low prices for the entire  
lot. Smaller quantities slightly higher. List  
on request. All top varieties.

**JOHN VERMEULEN & SON, INC.**  
P. O. Box 336A Neshanic Station, N. J.

Watch Your Results From  
American Nurseryman Classified Ads.

## VIBURNUMS

## VIBURNUM HYBRIDS

Bitchiunse, 18 to 24 ins., 2 to 3 ft.  
Burkwoodi, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.  
Carlesii, 18 to 24 ins., 2 to 3 ft.  
Chenaulti, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.  
Juddi, 18 to 24 ins., 2 to 3 ft.  
18 to 24 ins., \$1.50; 2 to 3 ft., \$2.50; 3 to 4  
ft., \$3.00.

## B&amp;B. ADD 50c.

## VERKADE'S NURSERIES

New London, Conn.

## VIBURNUM CARLESI COMPACTA (NEW)

This is a compact form of Viburnum carlesii  
with dark green leaves and buds up very  
readily.

2-yr., T, from cuttings, \$50.00 per 100.  
Strong 2-yr. grafts, \$125.00 per 100, \$1000.00  
per 1000.

WHERE QUALITY EXCELS. No charge  
for packing.

## C. HOOGENDOORN

408 Turner Rd., Newport, R. I.

## VIBURNUM CARLESI

## Fragrant Mayflower Viburnum.

2-yr. seedlings, 6 to 8 ins., \$20.00 per 100,  
\$175.00 per 1000; 8 to 12 ins., \$30.00 per 100,  
\$250.00 per 1000.

WHERE QUALITY EXCELS. No charge  
for packing.

## C. HOOGENDOORN

408 Turner Rd., Newport, R. I.

## VIBURNUM CARLESI 10 100

15 to 18 ins.	\$10.00	\$90.00
18 to 24 ins.	14.00	120.00
2 to 3 ft.	20.00	180.00

Ask for prices on B&B specimens.

## WAYNESBORO NURSERIES

Waynesboro, Va.

Chinese Snowball, Viburnum macrocephalum sterile, liners.

Please see complete list on pages 62-63.  
Templeton, Phytotektor, Winchester, Tenn.

## VINES

## VINES

VINES	Each
Boston Ivy, 12 to 18 ins.	\$0.30
18 to 24 ins.	.45
2 to 3 ft.	.50

Please write for quotations on 100 and 1000  
lots.

## DUGAN NURSERIES, INC.

Center St. Perry, O.

## AMPELOPSIS VEITCHI (BOSTON IVY)

2-yr., No. 1 and 2-yr., medium.

Please write for quotations on 100 and 1000  
lots.

## IVAN R. CONGDON NURSERY

North Collins, N. Y.

## VINCAS

Vinca variegata, good salable plants, \$6.00  
per 100, \$50.00 per 1000.  
Mountville Nurseries, Mountville, Ga.

Sell Stock Quickly and Easily with  
American Nurseryman Classified Ads.

## WANTED

## WANTED—ACER GRISEUM

Seedlings or larger, in small or large quantities.  
Also Acer, micranthum, tegmentosum,  
capillipes and other rare Maples. Send prices.  
Also write if you will have these for sale in  
1961.

## DAVIS RARE TREE NURSERY

Traver Rd., Pleasant Valley, N. Y.

## SUPPLIES AND SUNDRIES

## BURLAP

HOLLAND BURLAP squares, for all needs.  
PLAIN, ROT-NOT GREEN plastic preserved.  
HALF MOON CO., Box 27A, Plainfield, N. J.

## CANE STAKES

## NATURAL BAMBOO STAKES

PER 100	1 1/2-in.	2-in.	3-in.	4-in.	5-in.	6-in.	7-in.	8-in.	9-in.	10-in.	11-in.	12-in.
	\$2.88	\$3.44	\$4.25	\$5.60								
4 ft.	3.60	4.30	5.30	7.00								
6 ft.		5.16	6.36	8.40								
7 ft.			6.02	7.42	9.80							
8 ft.			6.88	8.48	11.20							
10 ft.				10.60	14.00							
12 ft.					12.72	16.30						

Approximate thickness at bottom end.  
F.O.B. Livonia, La. 2000 up, less 5 per cent;  
5000 up, less 10 per cent.

A. C. PATTERSON, FRISCO, LA.  
FORMERLY OF CENTERTOWN, KY.

## CANE STAKES

A complete line of bamboo cane stakes,  
from 12 ins. to 8 ft. Available from 7 convenient  
freight-saving shipping points.

Write for details to America's largest horticultural  
bamboo distributor.

McHUTCHISON & CO.  
695-N Grand Ave. Ridgefield, N. J.  
2505 S. E. 11th Ave. Portland 2, Ore.

## BAMBOO CANE STAKES

For greenhouse and nursery purposes.

All types and sizes.

Write for prices and quantity discounts.

ALEC HENDERSON, INC.

1313 W. Randolph St. Chicago 7, Ill.

## OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.  
Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

## CHRISTMAS TREES

## DOUGLAS FIR, 6 TO 12 FT.

Ideal for Christmas trees.  
B&B or cut. REASONABLE.

Write for prices to

## THE BUDDIES NURSERY

P. O. Box 14 Birdsboro, Pa.

Phone JUNiper 2-7257

## CHRISTMAS TREES

Norway, Black Hills and White Spruce.

2 to 5 ft., B&B, row-run, \$2.50.

## DUGAN NURSERIES, INC.

Center St. Perry, O.

## LIVING CHRISTMAS TREES

Pruned, well cared for, properly dug.

Norway Spruce, 2 to 3 ft., B&B	\$2.50
Norway Spruce, 3 to 4 ft., B&B	3.25
Norway Spruce, 4 to 5 ft., B&B	4.00
Norway Spruce, 5 to 6 ft., B&B	5.50

You dig, 3 to 6 ft., \$2.50 each, 30,000 Spruce  
to pick from.

White Pine, 3 to 4 ft., B&B	\$3.50
Scotch Pine, 3 to 4 ft., B&B	3.00
Scotch Pine, 4 to 5 ft., B&B	4.50
Red Pine, 3 to 4 ft., B&B	3.00
Red Pine, 4 to 5 ft., B&B	4.50
Cut Red Pine, 5 to 7 ft.	1.50
Cut Scotch Pine, 5 to 7 ft.	2.25

See our display ad on page 56.

## WADE &amp; GATTON NURSERIES

Belville, O.

Day phone, Butler TU 3-3191. Night phone,  
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## DECORATIVES

## DECORATED SPRUCE, PINE,

## CHERRY LAUREL, CRYPTOMERIA,

## FOR CHRISTMAS SALES

Live plants in 3-in. green plastic or red or  
green aluminum pots. Flocked or unflocked  
plants, decorated with HOLIDAY SPRINKLES.  
MAKE BEAUTIFUL TABLE OR  
MANTEL PIECES. Specify plant, pot and  
flocking when ordering, or mixed.

No. per carton	Price per carton*
Aluminum pots 1-3	4-14 15 up
Plastic pots 1-3	10.40 9.50 8.60
Plastic pots 4-14	13.75 12.50 11.25

\*F.O.B. Somerville, N. J. Shipped via rail  
or truck express. Remit for 20 lbs. if parcel  
post desired. 50c less per carton for pickup  
or delivery at cost.

## ORDER NOW FOR IMMEDIATE SHIPMENT

JOHN VERMEULEN & SON, INC.

Box 336-A Neshanic Station, N. J.

Small Ads Do Great Things in the  
American Nurseryman Classified Section.

## FERTILIZERS

## PETERS SPECIAL

A complete line of soluble and long-life  
fertilizer formulas specially designed for the  
commercial grower and manufactured by  
the Robert B. Peters Co., Inc., the trade's  
leading commercial soil test laboratory.  
Drop a card for complete price list and your  
free brochure, "The Peters System of Soil  
Fertility Control."

ROBERT B. PETERS CO., INC.

2833 Pennsylvania St. Allentown, Pa.

## FLATS

## WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per 100
No. 1.	14x20x2 1/4-in.	\$27.75	320
No. 2.	14x20x3 1/4-in.	32.00	400
No. 3.	12x16x2 1/4-in.	21.00	260
No. 4.	12x16x3 1/4-in.	24.75	275
No. 5.	14x16x2 1/4-in.	23.75	275
No. 6.	14x16x3 1/4-in.	28.00	290
No. 7.	15x22 1/2x2 1/4-in.	31.50	380
No. 8.	15x22 1/2x3 1/4-in.	35.75	425
No. 9.	11 1/2x22 1/2x2 1/4-in.	25.75	320
No. 10.	11 1/2x22 1/2x3 1/4-in.	29.50	400
No. 11.	14x16x5-in.	32.75	450
No. 12.	5x11x5-in.	16.75	160
No. 13.	5x11x5-in.	19.00	215
Plant boxes, 5 1/2x11 1/2x2 1/4-in.		8.00	60
Plant boxes, 5x8 1/2x2 1/4-in.		5.50	45

Skeleton flats to carry TEKPAKS and similar  
growing containers. (Write us for price  
list.)

All other sizes quoted on request.  
Bottoms and sides are 3/4-in. thick and  
ends are 1/2-in. thick. Plant boxes are made  
of thinner lumber. Your name and address  
printed, up to 3 lines in black ink, on one or  
both end pieces at the following rates:  
\$1.00 setup charge, plus 3/4c per end piece.  
Shipped K.D. in units of 25. F.O.B. Cook.  
All shipments by truck unless otherwise  
specified.

## QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per  
cent; \$200.00 to \$400.00, 6 per cent; \$400.00  
to \$600.00, 7 per cent; \$600.00 to \$800.00,  
8 per cent; \$800.00 to \$1000.00, 9 per cent;  
\$1000.00 and over, 10 per cent.

TERMS: 2 per cent, check with order;  
1 per cent 30 days net 60.

## H. C. HILL &amp; SONS, INC.

Phone North 6-3348 Cook, Minn.

## CYPRESS FLATS, K. D.

Finest stock obtainable. Guaranteed all  
clear heart. Size 20x15x3 ins. inside measure,  
\$38.00 per 100.

## 1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bdl.

50 pcs. to bundle, 5 ft., \$4.50 per bdl.

50 pcs. to bundle, 6 ft., \$5.50 per bdl.

Ship same day.

## YOHO &amp; HOOKER, YOUNGSTOWN, O.

## Surplus Stock

can be easily and quickly turned into  
Cash

by listing it in the

American Nurseryman Classified Ads.

## FLATS—Continued

CYPRESS FLATS			
TOP GRADE FLATS THAT LAST			
No.	Size I.S.M.	Per 100	Wt.
1.	14x20x2 3/4 ins.	\$25.00	590
2.	14x20x3 3/4 ins.	29.00	680
3.	12x16x2 3/4 ins.	20.00	440
5.	14x16x2 3/4 ins.	22.00	510
7.	15x22x2 3/4 ins.	29.00	670
8.	15x22x3 3/4 ins.	33.00	780
9.	11 1/4 x 22 1/2 x 2 3/4 ins.	23.00	540
Any size to order. Bottoms and sides 3/4-in. thick; ends 3/4-in. All planed one side. 5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing, \$1.00 setup charge plus 1¢ per end piece. Shipped K.D., units of 25. F.O.B. Williamston, N. C., truck.			
H. C. HILL & SONS			
P. O. Box 747 Williamston, N. C.			
Phone Swift 2-4127			

## JIFFY-POTS

JIFFY-POTS  
All sizes available for prompt shipment at standard prices.  
McHUTCHISON & CO.  
695-N Grand Ave. Ridgefield, N. J.

## LABELS

DAHLIA OR TREE LABELS			
		Plain	Painted
3 1/2 x 5 ins., notched, not wired	\$3.00	\$3.60	
3 1/2 x 5 ins., wired (copper)	3.95	4.90	
POT LABELS			
4 1/2 x 5 ins. (cartons 1000 each)	3.95	4.60	
5 1/2 x 5 ins. (cartons 1000 each)	4.30	5.10	
6 1/2 x 5 ins. (cartons 1000 each)	4.70	5.80	
GARDEN STAKES			
		Plain	Painted
8 x 5/8 ins. (cartons 500 each)	\$3.50	\$4.30	
10 x 5/8 ins. (cartons 500 each)	4.20	5.10	
8 x 5/8 ins. (cartons 250 each)	3.00	3.60	
10 x 5/8 ins. (cartons 250 each)	3.30	3.90	
11 x 1 1/2 ins. (cartons 100 each)	2.00	2.40	

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.  
"We ship same day."

YOHO & HOOKER, YOUNGSTOWN 2, O.  
FINEST BLANK OR PRINTED wood labels.  
BENJ. CHASE CO., VI. Sta., DERRY, N. H.

## PEAT MOSS

"BRODLEAF." Best Holland PEAT MOSS.  
Gardner No. 110 and No. 85, Growers No. 120  
Growers Jumbo No. 170. Two Bales Equal 3.  
HALF MOON CO., Box 27A, Plainfield, N. J.

## PEAT POTS

JACK POTS  
Thin-line and Sturdwall.  
Immediate shipment.  
F. A. MARTINY & SON  
2824 Magazine St. New Orleans, La.

## PLASTIC POTS

"QWIK-TIES." NEW, IMPROVED  
PLASTIC PLANT TIES  
Guaranteed fade-proof.  
Small, strong, almost invisible. Economical  
and easy to use. Packed in bundles of 250  
ties for convenient use.

Size	Per carton	Av. weight
4-in.	10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.  
695-N Grand Ave. Ridgefield, N. J.

Classified Ads Offer Maximum  
Results at Minimum Cost.

## PLASTIC FILM

POLYETHYLENE FILM  
1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide,  
\$17.34; 4 ft. wide, \$22.95.  
2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins.  
wide, \$6.80; 8 ft. 4 ins. wide, \$12.75; 12 ft.  
wide, \$18.56.  
4 mil., natural, in 100-ft. rolls, 3 ft. wide,  
\$5.10; 4 ft. wide, \$6.80; 6 ft. wide, \$9.52; 8 ft.  
wide, \$12.24; 10 ft. wide, \$15.30; 12 ft. wide,  
\$18.36; 14 ft. wide, \$21.42; 16 ft. wide, \$24.48;  
20 ft. wide, \$30.60; 24 ft. wide, \$36.72; 28 ft.  
wide, \$42.84; 32 ft. wide, \$48.96; 40 ft. wide,  
\$61.20.  
6 mil. available in widths up to 40 ft.  
15 per cent discount on orders over \$24.00.  
25 per cent discount on orders over \$60.00.  
40 per cent discount on orders over \$25,000  
sq. ft.  
We pay freight if check is with order.

ROUGH BROS.  
4229 Spring Grove Ave. Cincinnati 23, O.  
VIKING CLOTH—Plastic Sealed Burlap.  
Let in light. Keep out Water Wind.  
In 50-yard rolls 5 ft. wide, \$38.00.  
Polyethylene. Clear, Black, Rolls, Sts.  
HALF MOON CO., Box 27A, Plainfield, N. J.

## POLYETHYLENE FILM

Natural (transparent, made from Du Pont  
Alathon, the amazing film for greenhouses.  
.004 mil., all rolls 100 ft. long.  
3 ft. wide by 100 ft. long.....\$ 6.00 per roll  
4 ft. wide by 100 ft. long..... 8.00 per roll  
6 ft. wide by 100 ft. long..... 12.00 per roll  
8 ft. wide by 100 ft. long..... 16.00 per roll  
Other sizes available up to 20 ft. wide.  
Send \$1.00 for liberal sample.  
3 ft. x 10 ft., postpaid.  
Special deal for greenhouse construction.  
5 rolls to 9 rolls, 25 per cent discount.  
10 rolls or more, 33 1/2 per cent discount.

"We ship same day."

YOHO & HOOKER

520 Williamson Ave. Youngstown 1, O.

## POLYETHYLENE FILM

SAVE MONEY AT THESE LOW PRICES  
.0015 mil., black, 3 ft. x 1000 ft.....\$11.58  
.002 mil., clear, 4 ft. x 200 ft..... 4.30  
.004 mil., clear, 6 ft. x 100 ft..... 6.18  
.004 mil., clear, 16 ft. x 100 ft..... 16.48  
.006 mil., clear, 12 ft. x 100 ft..... 18.54  
Many other widths available in clear or black.

Save up to one-third. WHY PAY MORE?  
Write for complete list of sizes and prices  
per roll.

## SUPERIOR IMPORTERS

1421 W. Chicago Ave. Chicago 22, Ill.

## DUPONT'S WEATHERABLE MYLAR

5 mil., NEW TYPE W-1

(One side exposure.)

42 ins. wide x 100 ft. long roll.....\$25.50  
48 ins. wide x 100 ft. long roll..... 60.00  
51 ins. wide x 100 ft. long roll..... 63.75  
1000-ft. rolls, same widths, 13 1/2¢ per sq. ft.  
FREIGHT PREPAID, CASH WITH ORDER.  
5 mil., TYPE W-2 (two side exposure) also  
available. Write for prices and information.

ROUGH BROS., INC.

4229 Spring Grove Ave., Cincinnati 23, O.

## PLASTIC POTS

## NEW LOW PRICES

## WILSON HIGH IMPACT

POLYSTYRENE PLASTIC POTS  
Attractive mottled green colors in utility  
grade, sold in original cartons only. All prices  
F.O.B. Dayton, O.

	Per 1000	Wt.
2 -in., round, 1000 case.....	\$ 10.75	13 lbs.
2 1/2 -in., round, 1200 case.....	11.75	18 lbs.
2 1/2 -in., round, 1000 case.....	14.50	22 lbs.
3 -in., round, 1000 case.....	18.25	36 lbs.
3 -in., round, 500 case.....	32.00	36 lbs.
5 -in., round, 300 case.....	63.00	38 lbs.
6 -in., round, 120 case.....	110.00	34 lbs.
7 -in., round, 72 case.....	170.00	30 lbs.
4 -in., round tub, 500 case.....	32.00	33 lbs.
6 -in., round tub, 120 case.....	100.00	25 lbs.
2 1/2 -in., square, 1000 case.....	11.75	17 lbs.
2 1/2 -in., square, 1000 case.....	14.75	22 lbs.
3 -in., square, 1000 case.....	18.25	35 lbs.
4 -in., square, 500 case.....	33.00	33 lbs.
No. 10 Planta Can, 150 cases.....	120.00	45 lbs.

Also available in decorator colors. Write  
for quote on colors. Send fifty cents (50¢) for  
complete set of samples postpaid.

DAYTON NURSERY & GARDEN SALES

P. O. Box 763 Dayton 1, O.

Phone Baldwin 3-8277

## PRINTING

Letterheads, 8 1/2 x 11 ins.; envelopes, 6 1/2  
size; 250 of each \$6.50, postpaid to zone 3.  
H. Grebe, 206 Union St., Roversford, Pa.

## REED MATS

## GUARD 'N SHADE

## DUTCH-MADE REED MATS

Carefully woven with a generous amount  
of reed. Durable and easy to handle. Ideal  
for coldframe protection in spring and fall.  
AVAILABLE IN 3 SIZES. F.O.B. AT-  
LANTIC AND GREAT LAKES PORTS. 6x6-  
FT. SIZES AVAILABLE FOR IMMEDIATE  
SHIPMENT. WRITE FOR PRICES.

McHUTCHISON & CO.

695-N Grand Ave. Ridgefield, N. J.

Watch Your Results From  
American Nurseryman Classified Ads.

## SPHAGNUM MOSS

WISCONSIN'S FINEST SPHAGNUM  
1960 crop, long, clean, heavy fibered, stand-  
ard 12x14x4 1/2-in. bales, solid pack, burlap.  
1 to 10, \$1.80; 11 to 50, \$1.75; 51 to 100,  
\$1.70. F.O.B. Warrens, Wis.  
Finest quality milled sphagnum, the ideal  
material for seed germination. 2 1/2-bu. bags.  
1 to 5, \$2.00; 6 to 10, \$1.90; 11 or more,  
\$1.75 per bu. F.O.B. Warrens, Wis.  
Satisfaction guaranteed. Prompt shipping  
via rail, express or truck. Contact us for spe-  
cial prices on quantity shipments via truck  
or rail on burlap or wire bales and milled  
sphagnum in 2 1/2, 5 or 9 bu. bags. Prices  
subject to change.

WARRENS MOSS CO.

Box L Warrens, Wis.

PHONE TOMAH 625

Fresh, clean sphagnum moss, write, or  
phone City Point 133 for our low prices on  
wire-bound bales in truckloads or cartons.  
Tony Jaromlin, City Point, Wis.

## STAKES

## CYPRESS PLANT STAKES

50 pieces to bundle.  
1x1-in.—3 ft., pointed.....\$3.00 per bundle  
1x1-in.—4 ft., pointed..... 3.50 per bundle  
1x1-in.—5 ft., pointed..... 4.50 per bundle  
1x1-in.—6 ft., pointed..... 5.50 per bundle  
1x1-in.—7 ft., pointed..... 7.00 per bundle  
These stakes are made of cypress and red-  
wood; are good, strong stakes and will give  
long service. "A little better than seems  
necessary."

"WE SHIP SAME DAY!"

YOHO & HOOKER

Youngstown, O.

STAKES, GALVANIZED HARD STEEL  
GALVANIZED tree-guying WIRE.  
HOSE for guy-wire PADDING.

Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane  
Stakes. McHutchison & Co., Ridgefield, N. J.

## TAXUS WEEVIL

[Continued from page 15]

of the host plants. A 25 per cent  
dieldrin wettable powder at the rate  
of two pounds to 100 gallons of  
water or a 40 per cent chlordane  
wetttable powder at five pounds to  
100 gallons of water may be used.

In smaller quantities, a 25 per  
cent dieldrin wettable powder at the  
rate of two tablespoons to a gallon  
of water or a 40 per cent chlordane  
wetttable powder at five tablespoons  
to a gallon of water may be used.  
Plants should be thoroughly soaked  
with the spray until spray material  
is dripping onto the ground.

The ground also should be soaked  
for additional protection against  
emerging adults and young larvae.  
Since taxus weevils and certain other  
insects feeds on the foliage, they will  
die. For foliar applications, espe-  
cially on azaleas, wetttable powders  
of these insecticides are preferred,  
since there is less chance of leaf burn  
and leaf drop than if certain liquid  
formulations are used.

## Soil Treatment

Applications of granular forms of  
dieldrin or chlordane applied to the  
soil will aid in control of the young  
larvae as well as of certain other  
soil-inhabiting insects that feed on  
roots of plants.

In nurseries with heavy infesta-  
tions, it may be feasible to apply a  
soil treatment in the fall or spring  
after eggs have been laid or have  
hatched. This should be followed by  
spraying after the adults emerge.

When installing a planting job,  
one should treat all shrub areas as a  
preventive measure. The chemical  
may be applied on the surface of the  
soil, raked lightly and watered in,  
or it may be mixed into the soil be-  
fore planting. Dieldrin, chlordane,  
and other insecticides will not con-  
trol large larvae of the taxus weevil;  
however, they will kill hatching and  
smaller larvae.

If new plants are planted in an  
existing bed that has been treated  
with dieldrin or chlordane, the soil  
directly under the plant should be

treated to prevent infestation in this area and to kill any young larvae that possibly may be in the soil ball. Dieldrin and chlordane both last in the soil for periods of five to 10 years. If the soil is disturbed by digging or deep cultivation, areas may have to be retreated.

The granular form of dieldrin comes in various percentages and may be used at the following rates per 1,000 square feet: One per cent dust or granular at eight pounds or 2 per cent granular at four pounds.

Chlordane may be obtained in various percentages and may be used at the following rates per 1,000 square feet: Ten per cent granular at two and one-half pounds or 5 per cent granular at five pounds. Liquid formulations may also be used for soil application.

### SHOW AT STORRS

Students of the department of horticulture of the University of Connecticut, Storrs, presented their 1960 show, "Contrasts," to a record crowd of visitors October 15 and 16. Prof. and Mrs. Howard A. Rollins cut the ribbon at noon October 15 opening the show. This exhibition, the last before Mr. Rollins' retirement, February 1, 1961, was dedicated to him for his interest in and wide knowledge of plant science, particularly horticulture.

The first honors were awarded to the olericulture and pomology students for their display "1910 or 1960?" depicting an old-fashioned fruit and vegetable market and a new supermarket with prepackaged self-service items.

Anne Birdsey designed and executed the center display "Oriental Autumn." Several large pines were moved into the center of Ratcliffe Hicks arena of the school of agriculture. The display was complete with a teahouse, bonsai Acer palmatum and Pinus sylvestris, gravel garden, pond with goldfish and cycads protected in the native way.

The ornamental horticulture division specialized in "Nurseries—Then and Now." The committee for design was headed by Kenneth Chambers and Edward Comrie, David Burr and Haworth Barker. A rather dilapidated sales area was shown in contrast to a modern garden center with a lath sales area. The sales area was so inviting it was hard to keep the visitors back of the guarding rope.

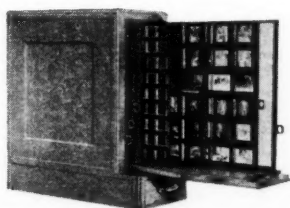
Other displays of interest were "Tropical Contrasts," staged by the floriculture students; "National Forest Products Week," by the depart-



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How can Multiplex help you increase your sales? **Here's how:** Make a collection of the most colorful, attractive literature that you receive from growers; tack this material up on the wings of a Multiplex; locate your Multiplex unit up front and watch how this eye-catching display attracts attention.

Customers can see at a glance just how these shrubs and blooming plants will look around their own homes . . . and this stimulates a buying mood. Multiplex is available in floor models, wall models and counter-top models — all reasonably priced. Mail the coupon for complete information.



### ... also learn how you can best PROTECT YOUR SLIDES

More and more nurserymen are compiling outstanding collections of color slides . . . and the problem of storage and classification grows with the collection. Multiplex cabinets provide protection and convenience. Capacities range from 600 slides, 4x3 1/4 ins., to 6240 slides, 2x2 ins. Easy to remove or insert individual slides.

**PLAY SAFE**

Mail coupon today



# MULTIPLEX

DISPLAY FIXTURE CO.

915-925 N. 10th St.

St. Louis 1, Mo.

- ☐ Please send display equipment catalog.  
☐ Please send Slide Cabinet Bulletin LS-158.

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City and State \_\_\_\_\_

D-60

## PLANTERS

Large-Size, Long-Lasting Tubs

Approximately 15 ins. deep, 25 ins. at top, 20 ins. at bottom. Made from used whiskey barrels. Available painted or unpainted, to wholesalers and retailers.

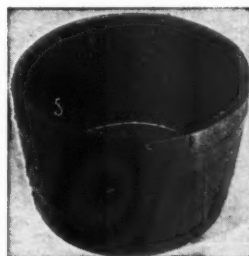
Write, Wire or Call:

**LOUISVILLE COOPERAGE CO.**

421 W. Avery St.

Phone: Melrose 7-4711

Louisville 8, Ky.



## WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Lines: 40c line; minimum order \$4.00.

### HELP WANTED

**LANDSCAPE SUPERVISOR** for Delaware nursery specializing in high-quality landscape work, mostly carriage trade. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running four crews and maintenance of four trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be between 35 and 50 years old, interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of cultural requirements of ornamental plants, ability to move large trees and experience with execution of large-bid projects. An unusual opportunity in a young growing business in a high-income community. Attractive salary, paid vacation. A. A. N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

### HELP WANTED

We need a general nursery superintendent, must have experience in production and thorough knowledge of plants. Salary open. We will furnish a real nice home above salary. No one but the very highest type of man need to apply. Send references along with small photo, salary expected and when available. We are one of the south's finest nurseries; we have good schools and churches with all white population. Send all letters to:

**ARAB NURSERY CO., INC.**  
P. O. Box 506 Arab, Ala.

### HELP WANTED

#### LANDSCAPE ARCHITECT

With sales ability. Must be willing to do some soliciting both residential and commercial; capable to draw good plans and have knowledge of plant material. Good salary and bonus, vacation and insurance benefits. Send full resume and photo in first letter. Permanent. Write Box 780, care of American Nurseryman.

### HELP WANTED

#### NURSERY FOREMAN

Capable of maintaining and operating nursery. Must know plant material, spraying, balling and pruning. Housing available, good salary, vacation and insurance benefits. Permanent. Send picture, past experience and reference in first letter. Write Box 781, care of American Nurseryman.

### HELP WANTED

#### MANAGER

\$10,000 bracket, thoroughly experienced, 35 to 50 years old, self-starter, enthusiastic salesman. Retail nursery. **ROSEDALE'S NURSERIES, INC.**  
400 W. Huntington Dr.  
Monrovia, Calif.

**FOR SALE**—Businesses may be offered for sale by use of a want ad liner such as this. Cost: 40c per line (minimum order \$4.00). Your ad will be seen by more than 9800 American Nurseryman readers.

### HELP WANTED

#### CHOICE OPPORTUNITY IN THE FIELD OF SALES

Immediate sales territories now open in Texas-Louisiana and California areas. McHutchison is looking for aggressive, ambitious and imaginative men desirous of making an advancement. Age preference, 28 to 36 years with horticultural experience.

You will represent one of America's most respected and progressive brokerage firms, featuring the well-known and sales-tested MAC-PAK line to garden centers and greenhouses.

A complete training program before selling is given each representative. Actual practical experience is important and essential.

Salary, commensurate with experience, bonus, actual travel expenses and fringe benefits.

Send full particulars plus photo, if available, for consideration.

**McHUTCHISON & CO.**  
695-N Grand Ave. Ridgefield, N. J.

### SITUATION WANTED

Young man thinking of a change, would like hearing from prospective employers interested in family man, 31 years of age, college trained, experienced in management and supervision in the fields of forestry, landscaping and tree maintenance. Have supervised highway plantings, power line clearance and nursery operations.

Reason for interest in changing position, desire to return to upper New York state, northern or eastern area. Member of New York State Arborist Assn. and Western New York Arborist Assn., charter member. Am considering possible investment after proven satisfactory.

**KENNETH B. VAN ALSTINE**  
717 Alvin Ave. Salisbury, Md.

### FOR SALE

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ment of forestry; "Soil Texture," by the department of agronomy, and "Contemporary Western Garden," by the students of landscape design.

### ILLINOIS ARBORISTS' TRIP

James J. Burns, Laurence R. Hall, Donald G. Lips and Archibald Enoch Price, of the Archibald Enoch Price organization, Glenview, Ill., made a trip to the Illinois State Natural History Survey facilities, Urbana, and to Turkey Run state park, Marshall, Ind., November 18 and 19.

At Urbana, Dr. J. C. Carter, head of plant pathology and applied botany, took the visitors through the various laboratories and showed how cultures are made of samples sent in on Dutch elm disease, oak wilt and other diseases. Dr. Carter had laid out, in advance, a display, covering four large tables, a visual education in identifying many fungi, leaf injury, gall wasp injury, cankers and other tree troubles.

This trip to Urbana was so interesting, helpful and educational that other arborists should take it, if they possibly can, said Mr. Price.

At Turkey Run state park the men hiked in the virgin timber for about four hours to enjoy the outstanding beauty of the park and see giant sycamore, beech, elm, tulip, hackberry, maple and other trees. This trip to Turkey Run was an education in itself, they declared.

### PLAN GARDEN GIFT

Representatives of the Japanese government in this country to select a site and plants for an authentic Japanese garden to be set up in the United States recently visited Howe Nurseries, Pennington, N. J., to study material there. The Japanese visitors are Dr. Seihei Kato, dean of landscape architecture at the University of Tokyo, and Kyoshi Kato, landscape architect.

The planting will be a Japanese nature garden and will cover 36 acres. Several sites have been in-

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spected, but it has been indicated that the selection will probably be in the New York metropolitan area. Plants selected will be pruned and shaped according to the Japanese tradition before removal.

### BUTLER'S 25TH YEAR

Celebrating their 25th year in business, the Butler Nurseries, Fayetteville, N. C., and owner William Gordon Butler were the subjects of a recent article in the Fayetteville Observer. Mr. Butler began work in the nursery business in 1922 with his father at Brookside Farm, Gray's Creek township, N. C. After several years of practical experience in the trade, Mr. Butler entered the University of North Carolina, Raleigh, later receiving a degree in landscape architecture.

Since their establishment at Fayetteville in 1935, the Butler Nurseries have grown to include about 30 acres of nursery stock, including a wide selection of native shrubs, which Mr. Butler plans to make a specialty of the firm. A new garden supply store and retail salesyard are being readied for an early opening.

A member of the American Association of Nurserymen and of the North Carolina Nurserymen's Asso-

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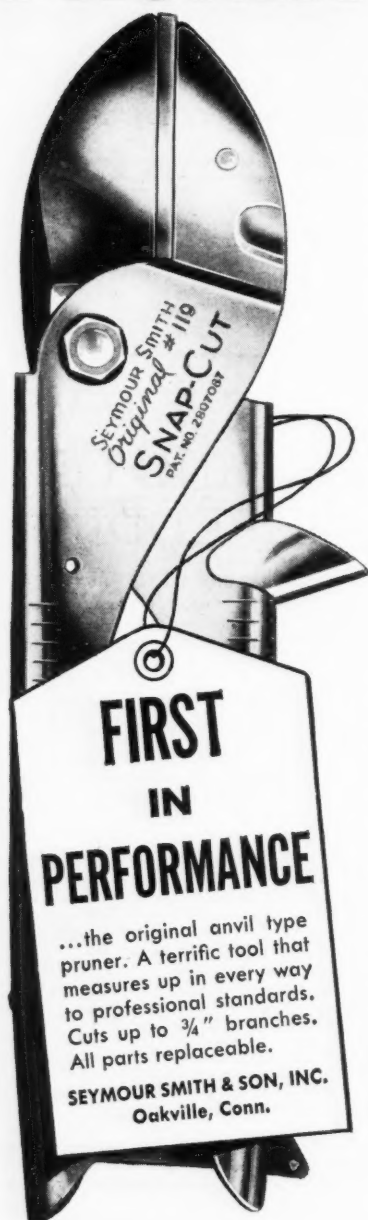
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ciation, Mr. Butler is married to the former Mildred Lewis and is the father of two daughters.

## ANNOUNCES RETIREMENT

William Hagen, managing partner of the Golf Nursery, Northbrook, Ill., recently announced that he will retire from the business January 1, 1961. Born in Holland, Mr. Hagen was graduated from the Horticulture College, Boskoop, and came to the United States in 1916. He joined Swain Nelson & Sons Co. as propagator, remaining in that position until 1929, when he went into partnership with Frank Kari to form the Golf Nursery at Northbrook. Since Mr. Kari's death in 1934 he has been the managing partner of the firm.

He served as a director of the Illinois State Nurserymen's Association for three years and has been secretary of the Ornamental Growers Association of Northern Illinois since the group was founded in 1944. Mr. Hagen has no immediate future plans except to relax in the sunny south. The nursery will continue under the operation of the other partners, Albert F. Kari and Robert Gould.

## IDENTIFICATION SIGNS

[Concluded from page 14]

play gardens in modern nurseries, there is a beautiful yard of the Uenaka family home adjoining the nursery proper, which also serves as a display area for larger trees and shrubs, as well as other material, along the picturesque pool or lake-like setting.

## Show Window

Inside the garden store itself is yet another type of display. This is the display window reminiscent of the department store show window. Set in the wall at eye level, this large area behind glass affords a showcase for special items being featured at the time.

As one might suspect, the customer does not even have to go inside the nursery to be exposed to these effective display techniques. In front of the nursery are areas which might not be termed display gardens, but which, nevertheless, through unique and effective design, serve as attention-getting devices which feature plant material and decorative supplies available for purchase within.

R. B. K.

OPENED recently was the Rochester, Minn., branch office of Daniels Nursery, Inc., headquarters of which are at Long Lake, Minn.

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## Machines for Grafting, Topic At Propagators' Western Meeting

Reported by Dale Kester

A symposium on machine grafting moderated by Dr. Lloyd Lider, University of California, Davis, was one of the highlights of the first conference of the new Western region, Plant Propagators Society, held recently at Pacific Grove, Calif., and reported in the November 15 issue of the American Nurseryman. In his opening remarks, Dr. Lider noted that rootstocks have considerable significance in the commercial growing of trees and vines, particularly in the fruit industries.

He cited the grape and the pear as two examples where the necessity for resistant stocks creates a heavy annual demand for new grafted plants from the nursery industry. He estimated that 2,500,000 grafted grape vines are required to meet the annual need for vineyard replacement. In the case of pear, where heavy losses have been experienced in recent years because of pear decline, 1,500,000 trees may be required to recoup losses. Machine grafting has the possible potential of lowering costs and reducing to some degree the need for the skill and training now required in hand grafting operations.

Dr. Curtis Alley, assistant professor, department of viticulture and enology, University of California, Davis, summarized the history of machine grafting, described machines now on the market and discussed the procedures utilized at the university vineyards where such machines have been in use for a number of years.

Grafting machines—in use by viticulturists for many years—were first developed in Europe when the need arose for the mass production of grafted vines on rootstocks resistant to phylloxera. In California, rootstocks resistant to nematodes and tolerant of high pH and fine-textured soils are also important.

### Three Machine Types

Three basic types of machines are available commercially. One is a tongue- and -groove type, which makes cuts in the end of the stock and scion by a series of whirling blades of different diameters, clamp-

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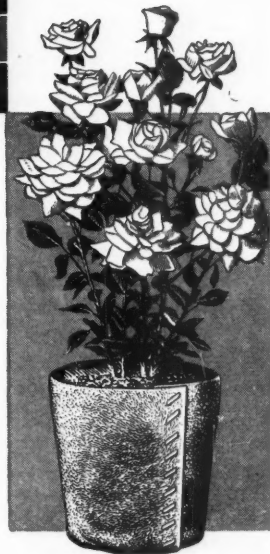
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No. 0	5 1/2 ins.	5 ins.	6 ins.	200	210 lbs.	\$4.25	\$40.00	F.O.B. Kansas City
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	9 1/2 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	
No. 4	13 ins.	12 ins.	....	25	Per 100 133 lbs.	25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		

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Ornamental Crab Apples, by A. F. den Boer. Foliage, flowers, fruit, forcing as pot plants, etc. 226 p., illus. (1959). \$4.95.  
American Nurseryman 343 S. Dearborn St. Chicago 4, Ill.

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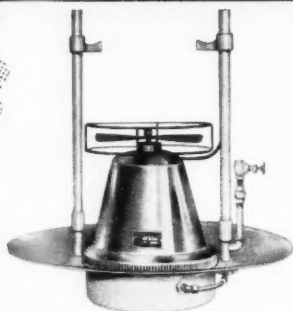
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ed together. Another is a knife type, which cuts notches on the ends of the scion, which can be fitted into similar notches on the stock. This can be either foot or hand operated. The third type is a Lilliput vine-budding machine, which cuts a chip bud from the budstick to be placed into a similar opening on the stock. Dr. Alley then described in some detail the procedures used at the department of viticulture in grape propagation.

Two nurserymen then described their experience with machines in commercial operations. Dr. Thomas Terry, S. J., Novitiate of Los Gatos, Los Gatos, Calif., described how, in the order's commercial vineyard, there had been a shift from hand field budding to bench grafting by machine. Field budding of 300 to 400 buds per day was the usual rate, with the disadvantage that the budding season was short and coincided with the grape-harvesting period.

In initial attempts with the Lilliput vine-budding machine, three relatively unskilled men can make 400 to 500 grafts in an 8-hour day. Instead of being done during the peak labor period in fall, the operation is now carried out during a low labor demand period in winter. Better stands and faster replacement are possible with machine grafting, because only good grafts are planted. With a modified tongue-and-groove machine, the output has been increased to 2,000 per day, with a take of 85 to 90 per cent.

Gordon Kershaw, Medford, Ore., described the sequence of his experimentation of many years with machine grafting. His interest was with deciduous fruit trees, particularly apples and pears.

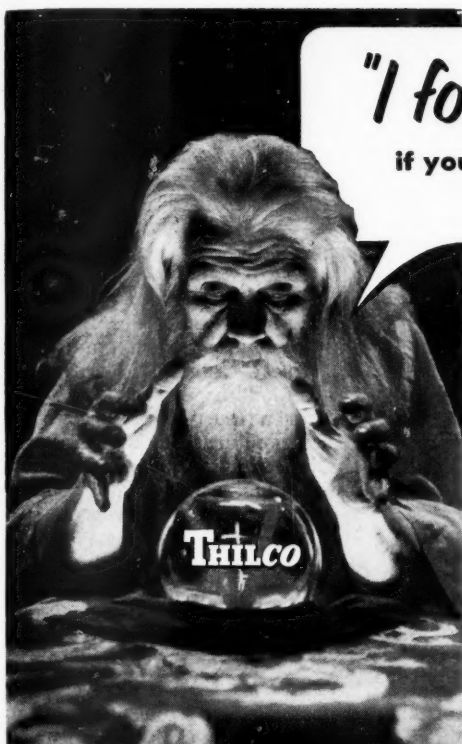
Mr. Kershaw's preliminary attempts were with a band saw in making bark grafts for top-working old pear trees. Various improvements had been made by modifying available grafting machines. He pointed out that the grafting operation itself is only one of the important steps and that all others, such as sanitation and proper handling of the scion and stock, are equally important.

## LIVINGSTON RETIREMENT

B. P. Livingston, who has been with the Alabama state division of plant industry since 1924 and director of the division since 1925, will retire on December 31 of this year.

Mr. Livingston was born at Cedar Bluff, Ala., and served in World War I. He received an M.S. degree in 1925, at Alabama Polytechnic Institute, Auburn.

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agriculture as a nursery inspector in 1924, he was named to head the division of plant industry in 1925. Mr. Livingston helped to write and sponsor the first professional service law, in 1939, governing pest control operators, as well as those who do landscape work and tree surgery.

He is a past president and director of the Alabama Association for the Control of Economic Pests and has served as chairman and secretary of the national plant board, as secretary-treasurer and chairman of the southern plant board and as a member of special committees working with different types of regulatory work.

When he retires, he will devote his time to his nursery near Prattville—Prattville Nurseries—and to hunting and fishing.

NURSERYLAND was opened recently by Carl Fidler at 155 South Glendora, West Covina, Calif. The nursery is planned to include a center where arts and crafts will be taught and displayed.

LEASING a new commercial building site at 208 DP road, Los Alamos, N. M., John J. Pulliam, Jr., plans to establish a nursery and garden supply operation.



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## Horticultural Congress Meets And Presents Varied Awards

The American Horticultural Society, which merged during the year with the American Horticultural Council, held its annual meeting and the 15th American Horticultural Congress at Pasadena, Calif., November 10 to 12. More than 100 delegates gathered to participate, including prominent horticulturists from all parts of the country. This year's theme was "The Pacific Coast's Contributions to Horticulture."

At the annual banquet, held at the Huntington-Sheraton hotel, to conclude the program, the society bestowed citations on six persons for their special services to horticulture. Recipients included Jacques Legendre, Gulf Stream Nursery, Wachapreague, Va.; Carl Sax, Arnold Arboretum, Jamaica Plain, Mass.; Dr. Philip A. Munz, director emeritus, Rancho Santa Ana Botanic Gardens, Santa Barbara, Calif.; Gretchen Harshbarger, past president of the Garden Writers Association of America, and midwest garden editor of American Home magazine, Iowa City, Ia.; William Hertrich, director emeritus, Huntington Botanic Gardens, San Marino, Calif., and Mrs. J. Norman Henry, Gladwyn, Pa.

The third Liberty Hyde Bailey medal award was conferred upon Dr. H. Harold Hume, Gainesville, Fla. For many years he has made important contributions as a leader in ornamental horticulture in the southeastern states. His publications on hollies, camellias and azaleas are particularly noteworthy as authoritative texts.

New directors of the society announced at the banquet were as follows: Walter H. Hodge, Longwood Gardens, Kennett Square, Pa.; A. J. Irving, New York city; Mrs. Jesse F. Hakes, Glenwood, Md., and Fredrick Heutte, Norfolk, Va.

### Program Speakers

A full day of sessions was held at the Huntington-Sheraton hotel November 10, with Dr. P. A. Munz as chairman. Three major talks were presented, by Howard S. Bodger, Bodger Seeds, Ltd.; Douglas G. Thompson, president of the Pacific Camellia Society, and Philip E. Chandler, horticultural consultant, speaking on seed, camellias and pot plants, respectively. The luncheon speaker, landscape architect Peggy

Sullivan, covered "Coastal Gardens—Roots in Mexico and the Orient."

The afternoon was devoted to a tour of the Huntington Botanic Gardens, concluding with the president's dinner, at which Dr. G. W. Beadle, Noble laureate and dean of faculty, California Institute of Technology, was the outstanding speaker.

The Garden Writers Association of America held two breakfast sessions, on Thursday and Friday mornings. At its annual meeting November 11, officers were elected for the coming year.

### Arboretum Session

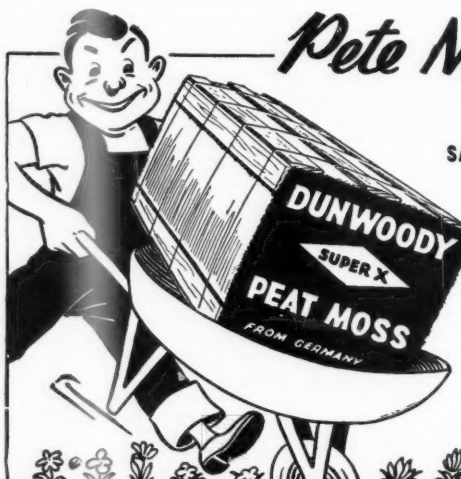
Friday, November 11, the convention delegates were guests of the Los Angeles State and County Arboretum at Arcadia, with Dr. William S. Stewart, arboretum director, as chairman. These sessions included talks as follows: "The History of Horticultural Explorations on the Pacific Coast," by Harlen Lewis, professor and chairman of the botany department, U.C.L.A.; "The Challenge of Teaching an Applied Pro-

gram in Horticulture," by O. A. Batcheller, chairman of ornamental horticulture department, Cal-Poly Kellogg-Voorhis campus, Pomona; "The University's Research Contributions to Horticulture," by Daniel G. Aldrich, dean of agriculture, University of California, and "Pacific Coast Horticulture—Big Business Today," by John H. McElroy, program leader of special projects for agricultural extension service. At the luncheon at the arboretum, "Brothers under the Skin—Agriculture and Landscape Architecture," was the topic of Ralph D. Cornell, Los Angeles landscape artist.

After a tour of the arboretum, delegates returned to the headquarters hotel for the afternoon plenary session. Officer and standing committee reports were then given.

The final day, November 12, was devoted to a tour of southland nurseries, with stops at Perry's Plants, Montebello; Buena Park Greenhouses, Brea, and the Monrovia Nursery, Azusa.

Portions of the congress were open to the public by advance registration. George Spalding, superintendent of the Los Angeles State and County Arboretum, ably served as congress chairman. The 16th congress will be held at Northampton, Mass.



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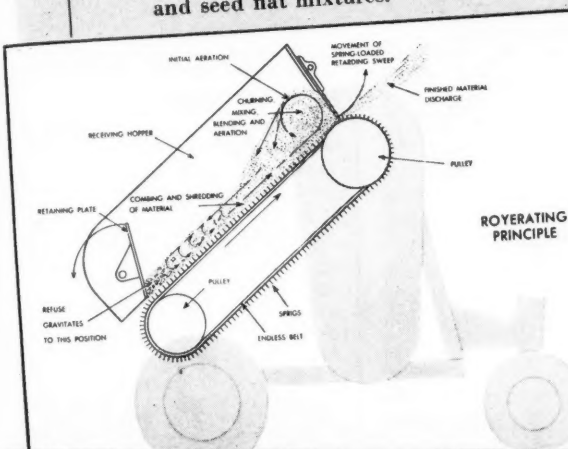
**HERMANN A. WIRTH**  
Levittown, N. Y.

## Roy'er·āte, v.;

1. To shred, mix, blend, aerate and remove undesirable materials.
2. In Nurseries, for preparing canning and seed bed mixtures. To save time and labor at lowest costs.
3. In Green Houses, for processing potting and seed flat mixtures.

Write for complete details on "Royerating" and our entire line of Shredders. We make 21 professional belt shredder models—capacities from 5 to 150 cu. yds./hr.—hand-shovel or mechanically-fed—gas or electric drive.

A Royer Shredder has a place in your operation. Use the coupon for details.



Send these bulletins:

- ☐ #24P Shredders for Floriculture-Horticulture Use
- ☐ #NS-59 Shredders for Hand-Shovel Fed Operations
- ☐ #S-60 Shredders for Mechanically-Fed Operations
- ☐ #25P Shredders for Processing Sewage Sludge
- ☐ #23P Shredders for Turf Conditioning Materials
- ☐ "Would You Pay \$1.00 for a Bag of Leaves?"—an interesting story of what can be done with composted leaves.

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City \_\_\_\_\_

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☐ I'd like to see a Royer Shredder demonstrated.

**ROYER**

### ROYER FOUNDRY & MACHINE CO.

182 PRINGLE STREET / KINGSTON, PENNA.

EXPORT DEPARTMENT: 10406 South Western Avenue, Chicago 43, Illinois. Cable: ASMAN

### TEXANS ELECT

Claude Moore, Moore Landscape Service, Fort Worth, Tex., has been elected president of the Tarrant County Nursery and Landscape Association. Other officers named at a recent meeting of the association were Ed Rhineheart, Rhineheart Nursery, Fort Worth, vice-president, and Judd Germany, Jr., Germany's Nursery, Fort Worth, secretary-treasurer.

Directors for the coming year are V. W. Woodman, Timberline Nursery; Fred Germany, Fred Germany Nursery; H. S. Raef, Westcliff Nursery; L. J. Hilscher, Hilscher Nursery & Garden Center, and Wayne Franklin, Franklin Nursery, all of Fort Worth. The new officers and directors were to be installed at a Christmas party scheduled for December 8 at the Glen Garden Country Club.

### DEVELOP NEW ARBORETUM

A new name was added to the list of California horticultural centers last year with the establishment of the C. M. Goethe Arboretum on the campus of Sacramento State College, Sacramento. Seven acres are presently under cultivation, with approximately 15 acres available for

### REDWOOD STAKES

Highest Quality • Lowest Prices

ALL SIZES

IMMEDIATE SHIPMENT

### NURSERY FLATS

Write or call for information:

**TED H. OLIVER & SONS**

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Because you can't depend on rain . . . depend on  
**WADE RAIN**  
**SPRINKLER IRRIGATION**  
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**SUPPLY CO.**  
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### FLORISTS' TEXTILES PLASTICS

**X. S. SMITH, INC.**

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**A. M. LEONARD & SON**  
PIQUA, OHIO

Knives - Shears - Pruning Tools  
Nursery Spades-Grafting Supplies  
Write for Catalog



### Save Your Trees from Old Man Winter

Damage by ice and wind often can be avoided, or the effects lessened by use of correctly designed pruning tools, bracing materials and tree wound dressing.

**POLE TREE TRIMMERS**  
No. 1R Wire Pull or No. 1W Rope Pull—(compound lever, easy cutting) 6-ft. pole. Other lengths up to 16 ft.

**POLE SAW No. 44**—(16-inch curve saw cuts freely) 8 ft. Other lengths.

**BARTLETT MFG. CO.**  
3058 E. Grand Blvd.  
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### PERFECTION MARKERS ARE BETTER



for Park Trees, Display Gardens, Field use or Greenhouse Pots or Benches. Proven by thousands of users and every one a booster! You'll like them, too. They will stand for years at one marking, or may be changed any number of times for various markings. Send for catalog and prices of the complete PERFECTION LINE.

The S-W Supply Co., D. 33, Girard, Kan.

**KYLE'S** Garden and Floral Center  
1340 W. Jackson St. EL 4-8198  
Painesville, Ohio

### CHRISTMAS TREES

Scotch and Austrian Pine  
Send for Our Price List

## Precision Soil Shredding Costs You Less

Here's  
Why...

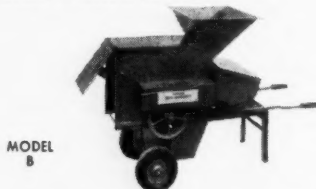


**HIGHEST QUALITY SOIL MATERIALS.** Exclusive patented dual shredder assembly on all Lindig soil shredders produces fine, even textured, well aerated materials with all the valuable manures and other humus retained for vigorous plant growth.

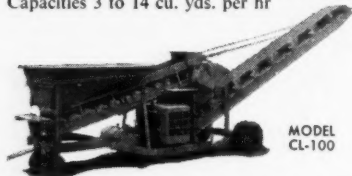
**SHREDS ALL MATERIALS.** Efficient design of shredding rotors provides instant and positive shredding and mixing of all soils and organic materials, wet or dry, including sod, compost and peat.

**TROUBLE-FREE OPERATION.** Large hoppers and positive conveyer feed on 30-40 cu. yd. per hr. capacity FB-24, pictured above, provide for fast mechanical loading. Stones and other foreign materials pass through shredding assembly without damage. Heavy-duty construction and design provide additional years of trouble-free service.

**MODEL TO MEET YOUR NEEDS.** Capacities range from 3 to 100 cu. yds. per hr. Added versatility is provided with optional screening attachments for most minute soil preparation and removal of stones and other foreign objects. Gasoline or electric power units.



Large, free flowing hopper on hand-fed models provide fast, even flow of materials to shredding rotor. Convenient discharge to 10 ft. onto pile, bench, wheelbarrow or low trailer. Capacities 3 to 14 cu. yds. per hr.



This largest Lindig, Model CL-100, provides shredding capacity to 100 cu. yds. per hr. Many top quality design and engineering features make this the ideal rig for the highest production requirements.

Thousands of Lindig power soil shredders with exclusive patented shredder assembly are providing lower cost, higher quality soil materials and trouble-free operation for nursery and greenhouse operators and growers throughout the world. Get complete details. See your local dealer or write factory.



1875 West County Road C, St. Paul 13, Minn.

future expansion. A greenhouse, propagation house, nursery, library and classrooms are included among present facilities.

Named in honor of C. M. Goethe, a pioneer conservationist, the new arboretum is owned and maintained by Sacramento State College and is administered through the C. M. Goethe Arboretum Society, a non-profit organization of public-spirited citizens.

Designed to be aesthetically pleasing and at the same time instructive to students and the general public alike, the arboretum has as its chief functions to serve as an outdoor laboratory for college courses in the biological sciences and to determine the suitability of trees, woody shrubs and ground covers for ornamental use in the Sacramento valley.

George Dobbins, assistant curator, notes that the arboretum is seeking ornamental trees, woody shrubs and ground covers for instruction purposes and hardness evaluation.

### ALL-AMERICA GLADIOLI

Just announced, winners of the All-America Gladiolus Selections awards for 1961 are Rusty, Gypsy Dancer and China Blue, which are described by A. A. G. S. as follows:

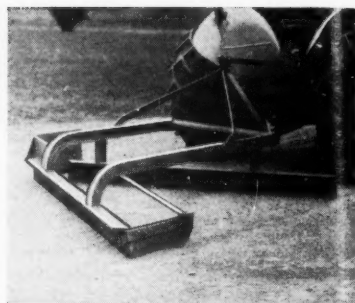
Rusty is the first All-America gladiolus of the "smoky" type. It is a massive variety, with well-balanced and dignified proportions. The chocolate red of the fluted, suede-textured florets, formally placed on long spikes, blends harmoniously into a subdued "smoky" color. Rusty is a Canadian origination, having been created by Murray W. Fisher, Burlington, Ont.

The brilliant new introduction Gypsy Dancer displays along its slender stems gracefully ruffled florets of vivid scarlet orange with a sunburst of yellow on the lower petals. The color is fresh and vibrant, spreading throughout the flower as each floret opens. An excellent cut flower, Gypsy Dancer is especially valuable for arrangements and make-up work. This new All-America winner is a creation of Carl Fischer, St. Charles, Minn.

The color of China Blue, another variety developed by Carl Fischer, is soft blue violet, deeper at the petal tips and lighter toward the center, where a deep violet blotch punctuates the lower petals. It is a robust grower with flowers of heavy substance.

Beginning with the first All-America winners, 12 varieties out of hundreds tested have earned the award, the nine previous winners being

### AMERICAN NURSERYMAN



## CONVERT YOUR TRACTOR into a ROAD AND LAND LEVELER

### Money Back Guarantee

Fits any tractor with a 3-point lift. Reduces labor costs. Saves you money. Thousands now in use. Buy it and try it. If you are not completely satisfied, return it for full refund. ACT NOW! For further details and prices write

## The GLEDHILL



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GALION, O.

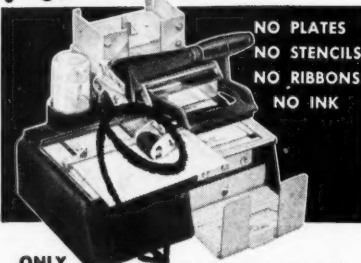
Now!

### FAST LOW COST ADDRESSING

Envelopes, Circulars,  
Postcards, Etc.  
Faster than 7 Typists

NEW  
Model 99

## Master Addresser



ONLY  
\$99.50  
plus  
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"Automatic Drive"  
moves envelopes into printing position automatically. Prints from paper address slips prepared on your typewriter — or written with a ball point pen. Low initial cost — simple to install — low operating cost. Address card has ample area for keeping records. Use it for record information as well as address information, if you wish.



FULLY WARRANTED  
For more information and dealer name write

MASTER ADDRESSER COMPANY

6500AN West Lake Street Minneapolis 26, Minn.

Landmark, Little Pansy, Joyous, Sparkler, Emperor, Royal Stewart, Maytime, Caribbean and Appleblossom. Because of last season's unprecedented demand for Little Pansy and Landmark, thousands of gardeners were unable to obtain these 1960 winners. They are available in larger quantities this year, and the supply should be adequate.

#### RETAIL REPORTS

[Continued from page 8]

scape sales have held up surprisingly well (in spite of recession talk) and are equal to last fall's. I think this is true for most of our Michigan landscape operators—one nurseryman reported this to be his best year.

"Our garden store sales never constitute a large part of our fall business, and we have lost ground gained in previous years in this venture. Other garden stores in the area report a similar situation this fall. It is the first season in a long time that I have heard talk of possible overproduction of nursery stock.

"We have been surprised at the number of church jobs we have been doing this fall—they range from \$2,500 to \$20,000. Usually, we do not think of churches as good landscape prospects.

"The last half-year has now slightly surpassed our first half in sales volume (one of the many changes in our business). This takes a selling job in the late spring and summer, getting jobs to do in the fall season; there is no letup in the landscape selling job, nowadays. The winter, too, can be more productive in landscape selling than many of us would realize, if we would but try."

#### Good Season in Illinois

In spite of dry weather that hampered digging operations, stock moved well at Eugene A. de St. Aubin & Bro., Inc., with the number of evergreens sold reaching a record total this fall. Writing from Addison, Ill., Eugene A. de St. Aubin reports:

"The last half of August and even much of September were unusually warm and dry, causing the ground to become hard to a considerable depth. This, of course, hampered digging operations to a great extent and made them costly. We made every effort to supply moisture where we believed it was most needed and where it was practical to do so. Although lacking moisture, the weather this season has continued favorable for outdoor operations. With the possible exception of a half day when rain interfered, the field work has continued uninterrupted throughout



**Everyone's Talking About It!**

**UNION'S  
PLASTIC  
HOURLASS  
PLANTER**

**THE NATION'S MOST  
COMPLETE LINE  
OF PLASTICS  
FOR HORTICULTURISTS**

**WRITE FOR PRICES!**

**UNION PRODUCTS, INC.**  
LEOMINSTER, MASS.

### INCREASE SALES 100%

Don't Keep Your Customers Waiting for information about your stock. These self-selling plastic labels give all the information your customer wants — creating additional sales while you are busy.

We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

**SHOW IT and SELL IT — HIDE IT and KEEP IT**

**ASK FOR FREE SAMPLES AND CATALOG**

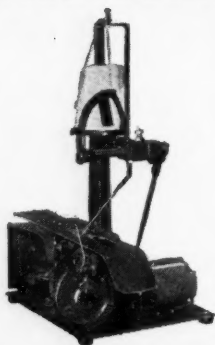
**GROWERS & MANUFACTURERS EXCHANGE**

8434 S. Rosemead Blvd., Rivera, Calif.  
Phone OXford 9-0711

No. 3 Container-Marker (picture and holder). Holder is 27 inches high. Prongs at bottom prevent turning in the wind. Use for salesyard display.



## NEW FELINS AUTOMATIC TYER FOR TYING NURSERY STOCK — CUT FLOWERS



Model F-6-N

### Fast—Efficient—Rugged

- Geared to 80 ties per minute.
- Adjusts automatically to any size bunch up to 19 ins. in circumference.
- Places a uniform tie around a bundle making a firm nonslip knot.
- Lightning fast. Ties roses, glads, seedlings, cut flowers, as well as any other type nursery stock.
- Uses cotton twines 3 to 24-ply, tapes and braids, fine sisal and jute.
- **WRITE FOR CIRCULARS AND PRICES NOW.**

**FELINS TYING MACHINE CO.**

3351 N. 35th St.  
Milwaukee 16, Wis.

## NAMSCO PEATS = SALES REPEATS

FINELY GRANULATED  
HIGHLY ABSORBENT  
TOP-QUALITY  
CANADIAN AND  
EUROPEAN

**PEAT  
MOSS**



Prompt Shipments  
"Hollandia" Burlap  
SQUARES  
REED MATS  
for Coldframes

Write for Prices  
State Requirements

**NEW AMSTERDAM IMPORT CO.**  
120 Grand St., White Plains, N. Y.

## Dutch and Domestic BURLAP PLAIN and TREATED

Established 1925  
IMPORTERS—MANUFACTURERS

Distributors of Bird Pots,  
Menne-Pots and Lerio Nursericans

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## KILLS WEEDS

R-H Granular  
Weed Rhap-20

Kills Lawn Weeds  
Water Weeds  
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Ready-to-Use!  
Dealers Wanted

**REASOR-HILL CORPORATION**  
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## BURLAP

Paper Wraps • Shade Cloths • Poly  
Tarps • Saran • Nalla • Twines  
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## KING FISH "Liquid Organic"

Nematode control

Better roots—Healthier plants

Immediate action as a foliar spray.  
**K. C. MATTSON CO.**  
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## SOIL-HEATING CABLE BARGAINS

16 years of experience are back of the now Gro-Quick all-purpose units. When germinating seed or rooting cuttings there is no substitute for bottom heat.  
34-ft. unit for approx. 12-sq.-ft. bed .....\$4.95  
49-ft. unit for approx. 18-sq.-ft. bed .....6.45  
98-ft. unit for approx. 36-sq.-ft. bed .....9.95  
Prices are ppd. and include 70-degree built-in soil thermostat. Money-back guarantee. 6-ft., 15-watt cable only for 1½-sq.-ft. flat \$1.00.  
**GRO-QUICK MFRS., 335 W. Superior St., Chicago 10.**

## USE THE BEST STERLING PEAT

According to state tests, Sterling peat compares favorably with the best on the market. Available in 25-lb. bags, 60-lb. bags and 100-lb. bags. Also in bulk.

**CHRISTIAN KRISTOFF**  
Sterling Junction, Mass. Phone: GRfield 2-6698

## PAPER—PLASTIC—WOOD TAGS and LABELS

Send for our latest catalog.

**IMPERIAL TAG & PRINTING CO.**

312 Straight Ave., S. W.  
Grand Rapids 2, Mich.

## A Real Money Maker BIG TREE MOVER

Two Sizes—Fits Any Standard Truck  
Write for Details.

**WILLIAMS & HARVEY NURSERIES**  
P. O. Box 8822 Kansas City, Mo.

the season, right up to the present time (November 22).

"Stock in general moved well. Evergreens established a record in numbers, and trees were also in good demand. While the shrub turnover was not so large, it reached a fair average in outgo. The trend with us has been and still is toward the better grades of merchandise and the desirable varieties.

"Collections last spring were not up to the usual standard, but, from what we have learned, there should be an improvement on that score this fall. Operations are still continuing; as near as can be determined now, this fall bids fair to surpass the previous one."

### Minnesota Has "Ideal" Fall

Harold S. Reid, the Park Nurseries, Holm & Olson, Inc., St. Paul, Minn., reports on a highly satisfactory autumn season as follows:

"We are completing our fall work, such as general planting, landscape construction, tree maintenance, etc. We will gradually taper off as the winter sets in. Our outside nursery work is under control; just odds and ends to clean up. This has been an ideal fall season. Business and working conditions were good; manpower was sufficient; moisture was fair, and we are closing with very little carry-over for spring of 1961.

"Our fall business is highly important to us, running about 80 per cent of spring's, with a higher profit margin. Fall volume this year just about equaled 1959's, which was excellent, and this fall we used more plant material and less labor."

### Missouri Data

A fall volume gain is described as follows by Royer K. Wilkerson, Wilkerson Nursery, Columbia, Mo.:

"Our fall business represents approximately 15 per cent of our total nursery business. At the present time (November 27) we are still busy planting. I believe that our total volume this fall will exceed last fall's.

"The demand for evergreens and shade trees is still strong; we have sold more deciduous stock this fall than normally. The demand for broad-leaved evergreens is also greater than normal, and less effort was required for sales this fall."

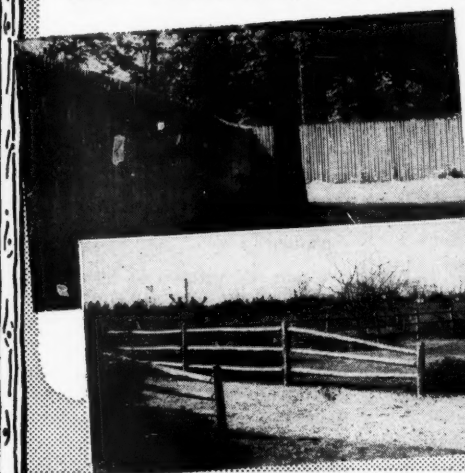
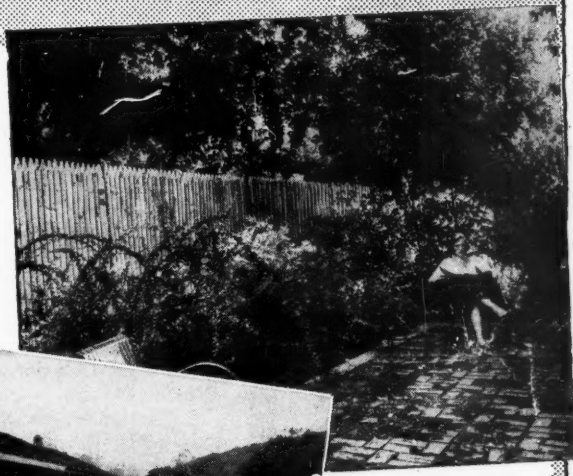
### Reversal in Iowa

"It's hard for me to figure out some of the changes that have taken place in our business the first 10 months of 1960," writes Harold J. Parnham, Robinson & Parnham, Des Moines, Ia. "Our cash-and-carry business has increased while our landscape business has decreased;

# Screen Type PICKET FENCE

## ... ADDS PRIVACY TO YOUR LANDSCAPING

Most homes need special screening against unsightly views, around play areas, swimming pools or for containing small animals. Form nice backgrounds for plantings. Dowel construction—easy to assemble. Stringers, posts and half-round palings all peeled, white cedar. Shipped K. D. or in 8 ft. assembled panels. Write for catalog giving heights, etc.



**Also** Catalog shows Old English Post and Rail Fences—2 to 5 rail—all types. Have installations throughout U.S.A.

Gates, Lanterns, Rustic Tables and Settees.

Shipped from Toledo or our W. Va. Yards.

**WOOD PRODUCTS CO., Toledo, Ohio**

1959 was a bumper year for us, however, and I don't necessarily expect every year to beat the previous year's volume. I think part of the decrease in landscaping has been due to lack of experienced personnel. Our hard goods and fertilizer sales are up 25 per cent each, while our nursery stock sales are down 25 per cent.

"We have been trying a fling at radio advertising this year, which I feel has been responsible for our increased garden center sales. We still have some uncompleted fall orders and a good many prospects in the making.

"Normally our garden center sales are heaviest in the spring and our landscape sales are heaviest in the fall. Our Dutch bulb business this fall was very good and I attribute part of this to a large, fine display we had of Dutch blooms last spring. It is a little bit early to tell what our total fall volume will be."

### Kansas Gain Seen

Ralph B. Ricklefs, Sr., Kansas Landscape & Nursery Co., Salina, Kan., writes: "There has been no marked change in the volume of business this fall. Although we have not had time to make a complete analysis, I feel sure that our land-

### IDEAL CHRISTMAS GIFT FOR NURSERYMEN



#### Pruning Knife

(light pattern of a leading brand)

#### FELCO No. 2 Pruning Shear

Most preferred in 1960. Both gift wrapped for only \$7.50, postage prepaid. Check with order.

#### A. H. GUTBROD CO.

P. O. Box 191

Irvington, N. J.

scape volume and also our wholesale volume will be a little better than they were last fall. Our autumn business has never been so important as spring's."

### Changes in Texas

Trends in nursery sales in the Dallas area and in Texas generally are outlined by Jack Jones in this letter from the Southwest Landscape Co., Dallas:

"Garden center business (cash and carry) has been normal, perhaps a bit below normal, in 1960. Nursery business as such has been extremely slow, with landscape jobs going far below normal. Project work with heavy competition among bidders is brisk, with little profit realized.

DARLING'S  
*"Rite in the Rain"*

**WATERPROOF  
TREE AND PLANT LABELS**

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

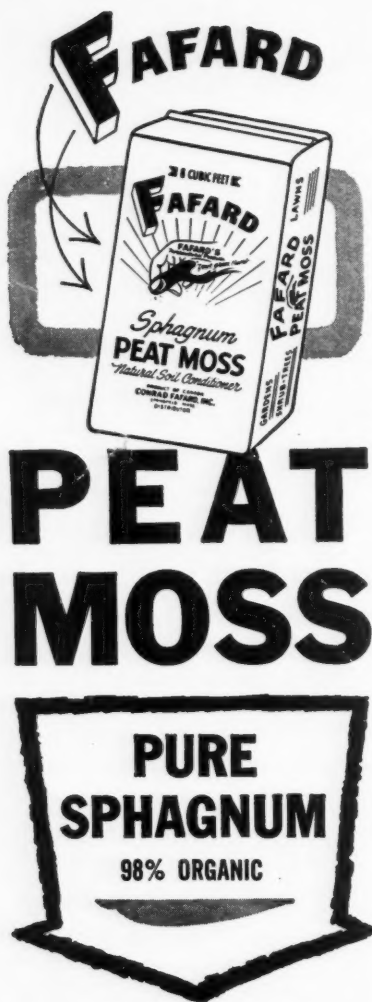
Write for samples and prices.

**J. L. DARLING COMPANY**  
BROWN'S POINT, TACOMA, WASH.

"Though small, rough landscape sketches previously sold well, the public is now demanding more detailed information, and more and more homeowners are consulting professional designers. The landscape architect has finally come into his heyday in the Dallas area as well as in Texas generally.

"Customers are doing their own work piecemeal or on a do-it-yourself basis, using principally container stock. Selling all plants, trees and shrubbery in groups of three, six or 12 has resulted in increased volume with no change in price—50 cents each, three for \$1.50 sells 10 per cent more merchandise.

"The public favors the nurseries with clean, well-organized sales-



*From the great Fafard  
Bogs in Canada.*

*Handsomely Packaged  
with Polyethylene Coating.*

*1 peck bags to 7 cu. ft. bales.  
Also German peat moss in  
7.5 cu. ft. bales.*

## PEAT HUMUS

**Priced to produce traffic.  
Plastic-lined bags 2½ lb. to  
100 lb. as well as in bulk.**

**CONRAD FAFARD, INC.**  
P.O. Box 774, LOcust 7-3316  
Springfield, Mass.

yards, especially garden centers with concrete walks and a wide assortment of plants and hard goods.

"Sales of small plants have increased, and odd-cent pricing (79 cents, 89 cents) seems to be of great value. The tool rental field has gone skyward. The national economy seems to be a bit tight; consequently, the home gardener rents his tools. The unusual in figures, pottery, etc., and fine healthy plant material are going well.

"Tree sales have increased, especially in nurseries where the customer can tag his trees in full leaf in August and September and come back to pick up the trees in November. Trees in leaf sell for more than when they are dormant, as they look twice the size.

"A down payment of \$1 per tree is made, the balance payable when trees are picked up on a specified week-end a couple of months later. The down payment is important, covering any potential loss in selling time if the customer changes his mind. Sales like these get a nursery ahead of heavy competition when the season does arrive.

"Schools for the public one night a month with well-trained personnel instructing tend to tie customers with the organization conducting the school.

"Our spray and surgery department has had a good year. Fewer people in the industry seem to continue this all-important service.

"We are opening a new garden center in February and will advertise free Shetland pony rides for children. We have a 40-inch Shetland and saddle and will supervise the riding while the customers shop. We think this will attract a great number of people.

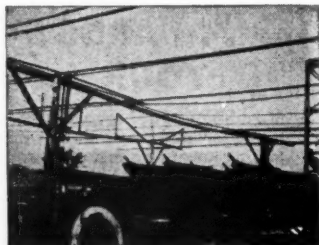
"The future seems to call for the aggressive nurseryman with neat, alert salespersons and a well-displayed line of container stock. (The balled plant is on the way out, it seems.) A good profit can still be made, but it requires more progressive, wide-awake merchandising on the nurseryman's part. We have become lazy in certain respects in our 'good time.' Gotta go to work again!"

### Kentucky Sales Off Slightly

"With everything taken into consideration, we are having a fairly satisfactory season, though our total business is off about 10 per cent," writes Louis E. Hillenmeyer, Hillenmeyer Nurseries, Lexington, Ky. He continues:

"If we have open weather until the first of the year, we hope to make up some of this loss. Ample rains have

## FOG HAS A PRACTICAL USE IN ALL TYPES OF NURSERY OPERATIONS



**GROWERS:** Harden off tender, fresh-dug stock the natural way. No shading necessary. See photo above.

**PROPAGATORS:** Outdoor fogging is still the most economical propagation method.

**GREENHOUSE** humidification, for cooling and positive moisture content.

See our advertisement in alternate issues for details of equipment and write for free layouts and information.

**Mist-O-Gation, Inc.**  
Dept. A Middletown, Del.

Mention The American Nurseryman when you write.

## The NEW Look in Burlap Kant-Rot "505"

*Miss Queenie Burlap*  
— presents —

The latest thing in Burlap—  
A specially treated, soil  
resistant, longer life, strong  
weave jute burlap.

**LASTS LONGER**—Specially  
treated with a soil resistant  
chemical tested for longer  
plant wear.

**NON-TOXIC**—Guaranteed  
harmless to plants, animals  
and humans.

**ODOR-FREE**—Made of clean,  
bright, air-fresh, chemically  
treated jute fibre.

**ECONOMICAL**—Provides safe  
off season "balling" saves  
time and money.

Available in all  
standard sizes, colors,  
and quantities;  
Send for literature and  
color samples.



"Don't let your plants down"—write today

**NEW HAVEN BAG & BURLAP COMPANY**  
137 Ashmun Street, New Haven, Conn.

*From all of us at New Yorker Bag & Burlap Co. . . .*



Season's Greetings and Best Wishes  
for a healthy and prosperous 1961 to all our  
friends in the nursery industry.

We thank you for your past patronage  
and hope that we may again serve you in the  
year ahead.



**new yorker bag & burlap co.**

651 MARSHALL STREET, ELIZABETH, N. J.  
ELIZABETH 4-3115

produced good digging conditions,  
though they have caused us to lose  
a little time.

"Last year's fall trade (July 1 to  
December 31) was 56 per cent of our  
total. However, our garden store did  
only about 40 per cent of its business  
in the fall. We are trying to raise this  
figure to 50 per cent.

"Our shade tree business, especial-  
ly in the larger sizes, has been excel-  
lent. We have recently bought a  
Davis Crawler Trencher, which cuts  
a ditch one foot wide and three feet  
deep. It is highly maneuverable and  
is saving better than 50 per cent dig-  
ging time on balls from four to seven  
feet in diameter. We are also finding  
our Adair digger a big labor saver.

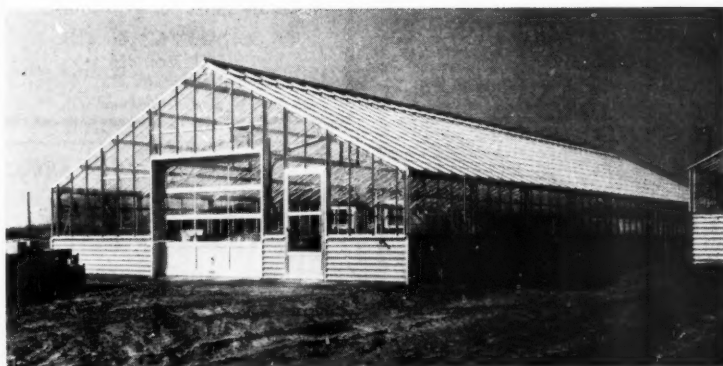
"There are many small nurseries  
and garden stores springing up in  
this area, and price cutting is begin-  
ning to show up. Collections have  
been slow, and we are being more  
careful in extending credit."

#### Florida Promotions

As of November 18, fall sales at the  
Florida Nursery & Landscape Co.,  
Leesburg, Fla., were showing an im-  
provement over those of 1959. Gervin  
W. Pringle, president, comments on  
some of the factors in the satisfac-  
tory season in the following letter:

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promotions has been placed on updating and revamping older homes. There are a few million of these that are not under mortgages. There is always the chance to add special outdoor living areas, screens, rock gardens, patios and inside planters. The children, in many cases, are in homes of their own and the older folks have time for gardening. This is proving to be a source of great volume.

"Heavy competition is being countered with higher quality of materials, plus an effort to be of real service to the customer. We are striving for better selling techniques. Another promotional idea found helpful is piggy-back mail. Every stamp must carry a capacity load. Stuffers, helpful hints, suggestions, diagrams, etc. are "Bread on the Water"—a big percentage of them return with an order for a plant, a plan, fertilizer or some service."

### California Sales Up

"In general, our fall business was ahead of that of a year ago," writes Jack Schneider, Orchard Nursery & Florist, Lafayette, Calif. He gives further notes on the autumn season in California as follows:

"Our spring business was about the same, but this was partially due to a wet spring. I would say that here on the coast the fall business is about the same as last year's for most nurserymen. Fall business for us and for all California nurserymen is very important, particularly the month of October. This is a good planting time, and people are in the habit of planting shrubs, annuals, perennials and a certain number of ornamentals at this time.

"We have an annual open house each October, which has become our largest promotion of the year. We make this a festive occasion and do a lot of decorating. We plant many beds of chrysanthemums earlier in the year to insure masses of color throughout the nursery during this event. We also have just finished our annual Christmas promotion.

"These affairs have also proved to be most successful. In addition to these two events, we tie in with the California Association of Nurserymen's Hoe-down in the middle of October, and this helps in a smaller way to promote fall business.

"We are faced with more and more competition from chains and smaller outlets, but, through good merchandising (the use of leaders and the promotions mentioned above), we have been able to get our share of the business.

"I feel that many nurseries are going to fall by the wayside during

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For All Nursery Requirements  
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the next few years unless they modernize and use better and newer merchandising techniques. These include better salesmanship, better display and better means of identification.

"Yes, fall is a highly important time in the nursery business in California, and I believe that it can be made more important by continually bombarding the homeowner with the importance of fall planting."

**Weather Favors Oregon Season**

Reed Vollstedt, Reed & Cross, Eugene, Ore., notes that shrubs and bulbs moved particularly well in a generally gratifying season marked by fine weather in the Willamette valley. His letter follows:

"Here in the Willamette valley of Oregon, we have just experienced one of the finest autumn seasons on record. Beautiful fall weather, with not too much cold or rainfall, gave homeowners a good chance to do some fall planting. Shrub sales have gone well and bulb sales are above past years'. Of course, our fall business is less than our spring volume but is still highly profitable. The only extra promotion we used this fall was an '88-cent' sale. We used some special-purchase shrubs, bulbs, and close-out items for leaders that really brought the customers in. We also used \$1.88, \$4.88, etc. special prices. The sale was well received and profitable for us.

"Right now we are planning an open house for our Tree and Trim Shop, which we have just opened. We expect this to be a good fill-in for the winter season. We are not overlooking the 'Gifts that Grow,' or living Christmas tree, part of the nursery business, however."

**No Complaints in Washington**

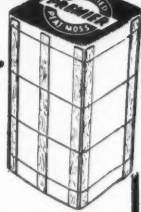
Favorable fall weather in Washington state was an important factor in holding the season's sales on a level with last year's excellent volume, according to L. H. (Bud) McGuire, Puget Sound Nursery & Gift Shop, Tacoma. He writes:

"Generally speaking, business in our area has been about the same this fall as it was last year during the same period. There has been a slight gain but not enough to justify the statement that business is better. In view of the fact that last year was a good year, it must be understood that there is no cause to complain, even though we always hope to see the picture get better.


"It might be interesting to note that in contacting one garden store I found that its nursery sales in shrubbery had declined but the increase in hard goods, bulbs and fer-

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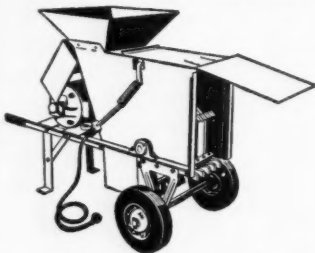


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tilizer had a little more than taken up the decline in green goods sales. It has been a most aggressive concern, using extensive advertising with a competitive price appeal.

"Our weather seems to be an important item in more ways than one. We had a fine October, which allowed most dealers to pick up their volume and made a good fall possible. In conclusion, we feel that business has been good in view of the general decline in our lumber industry in the northwest."

### TREE BOOKLET BY UTILITY

Recently there have been distributed to nurserymen and arborists in New England copies of a booklet, "Trees for Your Community," issued for the benefit of residents in the area by the Boston Edison Co.

This booklet of 24 pages, 6x9 inches, in a heavy paper cover with colored illustration, is subtitled "A Handbook of Selected Trees for New England." It presents for the information of homeowners the problem which utility companies have in maintaining their lines along streets and highways where trees have been planted. Furthermore, it depicts by graphs and figures the proper size and kind of trees for different locations and gives data on about 50 species and varieties of trees which are suitable for planting near utility lines and homes in New England. Eight small illustrations in color in the center spread add to the attractiveness of this informative booklet.

Acknowledgments are given to two arborists in the preparation of the booklet, Herbert J. Cran, Jr., and Bror W. Bergstrom, and the back cover carries a short testimonial as to the value of the booklet over the signature of Donald Wyman, horticulturist at the Arnold Arboretum.

### PRUNING ROSES

Containing 56 pages, nearly all of them reproducing large, detailed photographs of the operations involved in the pruning of roses, in covers carrying rose illustrations in full color, "Rose Pruning with Pictures" provides the ordinary gardener with step-by-step instructions, written by M. M. (Doc) Thompson, who for 30 years has been advocating the methods of pruning described.

This booklet, priced to sell at \$1, is the joint promotion of Armstrong Nurseries and the Ortho division of California Chemical Co., and the book will be distributed nationally by Armstrong dealers in their sales of roses.

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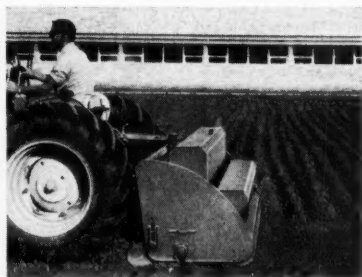
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### NEW GIRL SCOUT ROSE

A 225-plant rose garden, composed entirely of the new yellow floribunda rose named in honor of the Girl Scouts of the United States, was presented November 13 to the host city, St. Louis, Mo., during the 35th annual convention of the 10,000 council leaders of the Girl Scout movement.

The garden was the first of a series that will be planted throughout America during the golden anniversary years of the Scouts, a 3-year celebration. During these years Girl Scouts will make civic plantings featuring their colors, green and gold, in a project called "Blossoms for the Birthday Years."

Present at the opening ceremony was the developer of the Girl Scout rose, E. S. Boerner, plant research director for the Jackson & Perkins Co., Newark, N. Y.

### MODERN EQUIPMENT!

Report is that a modern nursery has \$16,363 invested in the latest electronic office machinery capable of producing hourly reports on all phases of the financial picture.

Another nurseryman comments, "This will be very useful on that happy day (usually forecast as 'next year') when a profit can be realized through the employment of itinerant labor to operate \$3 hand spades designed 2,000 years ago. Meanwhile, the equipment is handy to prove that the business would have broken even this year but for the fact that the price of spades has increased from \$2.50.

It is only to be hoped that a

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GREENHOUSES**  
ALUMINUM • PLASTIC • WOOD  
ANY STYLE  
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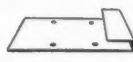
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latter-day Andrew Carnegie will succeed in again lowering the price of the steel necessary for spade manufacture."

### GEORGIA FIRM SOLD

Mayo's Nurseries, Augusta, Ga., changed hands recently through a lease-purchase agreement, according to R. P. Mayo, former proprietor. The firm will now operate as Mayo Nurseries, Inc., with Lewis Jones, formerly associated with Bedford Nurseries, Augusta, as president. Mr. and Mrs. Hubert Bolton are the cor-

poration's vice-presidents, and Miss Cynthia Bolton is secretary-treasurer. Founded by Mr. Mayo 42 years ago as Mayo Nursery & Peach Orchard, the business was later renamed Mayo Nurseries and became well known through the southeast region.

FORMERLY manager of Crawford's Garden Center, El Monte, Calif., Robert Morales now operates his own business, Bob's Garden Center, at La Puente.

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